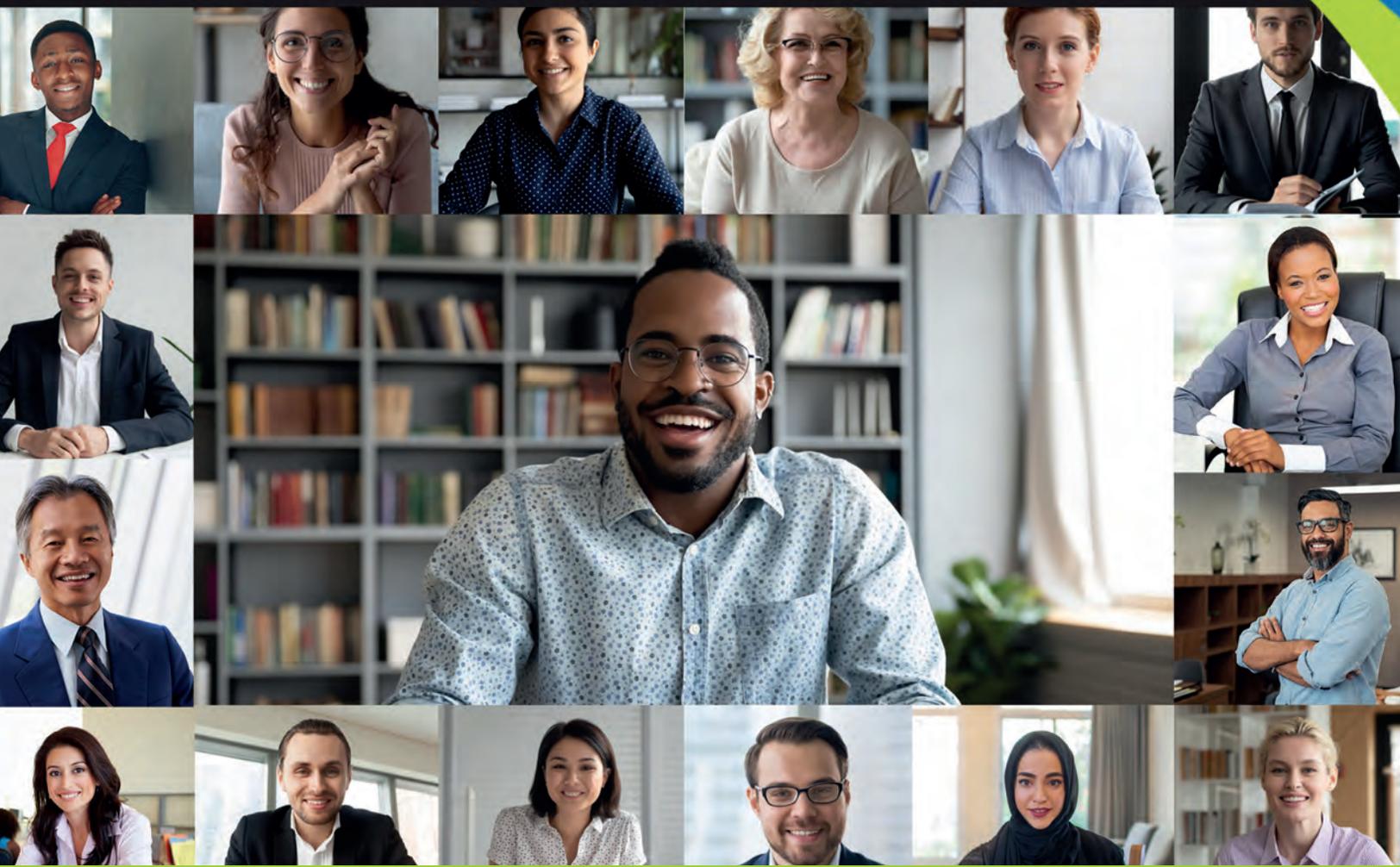




2020
NMSDC CONFERENCE
+ BUSINESS OPPORTUNITY EXCHANGE
A VIRTUAL EXPERIENCE
October 26-29



Journal
& Directory

www.NMSDCConference.com

**INCOME
COMMUNITY RESOURCES
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together we must



The Coca-Cola Company commitment to Social Justice and Economic Equity endures through our \$500MM commitment to Black-owned business and our continued support of NMSDC the leading organization for Minority Business owners.



Coca-Cola is a proud Co-Chair of the 2020 NMSDC Conference & Business Opportunity Exchange

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Together we must.



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We are the result of our hard work. Our passion for what we do makes us leaders in our sector.

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Partners Make the Difference

NMSDC wishes to thank the following corporate members and certified MBEs for their generous support of the 2020 Conference and Business Opportunity Exchange:

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CORPORATE PLUS® CO-CHAIRS



MBE CO-CHAIR



PREMIER



GOLD



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MEDIA PARTNERS





Welcome to our 2020 NMSDC Conference and Business Opportunity Exchange.

What a challenging year!

This is our first 100% virtual conference. We have had a busy and interesting year pivoting and improvising in reaction to the various pandemics which have impacted America and the world. I am truly excited that we have made it to this week!

The theme of this Conference – **IN THIS TOGETHER** – echoes the strategy that will help us to survive, rise, and emerge from what has attempted to engulf us. Our success in 2020 and 2021 depends on our ability to work together. The virtual world forces us to think, work and act differently as we gather and work in new ways that seem to be changing our lives and how we do business.

Our team has been listening to your thoughts and ideas and working with the affiliate councils to continue to push forward with our modified Strategic Plan. Our purpose continues to be clear, and the urgency of our work is even greater than ever before.

Our mission continues: Certify, Develop, Connect, and Advocate for minority businesses to help them grow and succeed in America and the world with an understanding that the American

population, approaching 2045, will be majority-minority. At NMSDC, our core task is minority supplier development. **“Minority Business Matters”** and **minority economic inclusion** must move forward and make progress.

This year and this 100% virtual Conference will go down in history as a milestone for us all.

Thanks to all our sponsors and everyone who made this Conference possible and thank you to everyone attending and taking part in this historic 2020 conference.

Let us embrace the change and transformation that is upon us.

Enjoy yourself and make new and refresh old connections!

Best Regards,

Adrienne Trimble
President & CEO
National Minority Supplier
Development Council



Achieving Excellence Together.

JPMorgan Chase is proud to support the NMSDC Conference and Business Opportunity Exchange

\$2.5B spent on diverse suppliers	\$10B pledged for women owned businesses	\$17M entrepreneurs of Color Fund	\$8M to support Veteran owned businesses

“We believe in, and are committed to, a culture of respect and inclusion. Together, we are working across the entire firm—being intentional to strengthen our inclusive environment where our employees, customers and partners feel welcomed and valued in the communities where we do business. A company that is diverse and inclusive can better serve the world—and have generational impact. And that is good for everyone.”



Brian Lamb, Global Head of Diversity and Inclusion

Women on the Move

Expanding women-run businesses, pledging to lend **\$10 billion** in new credit in the U.S. from 2019 through the end of 2021.

Advancing Black Pathways

Empowering the Black community through wealth, careers, and education, with a committed **\$5 million** to create more economic opportunity for African-Americans.

To learn more about our Commercial Banking solutions visit: www.jpmorgan.com/commercial-banking



AGENDA

AGENDA

OCTOBER 26, 2020

In This Together: 2020 National Conference Opening Session	11:00 AM-12:30 PM ET
Emerging Young Entrepreneurs (EYE) Program Session I	1:00 PM-4:30 PM ET
Food and Beverage: Industry Group Session	1:00 PM-2:30 PM ET
Workshops & On Demand NMSDC Sessions	1:00 PM-4:00 PM ET
Utilities: Industry Group Session	1:00 PM-2:30 PM ET
CPO & Corporate Plus Join Session "CPO Perspective: Procurement: Supplier Diversity, Innovation"	1:00 PM-2:30 PM ET
Healthcare: Industry Group Session, Reinventing Healthcare in a New Decade	3:00 PM-4:30 PM ET
Supplier Diversity Series: Best Practices 5 & 6	3:00 PM-4:30 PM ET
Government Services: Industry Group Session	3:00 PM-4:30 PM ET
Welcome Reception Virtual Greetings & Celebration of Being "In This Together"	5:00 PM-6:30 PM ET

OCTOBER 27, 2020

Leveraging Capital to Fund Minority Business Growth	11:00 AM-12:30 PM ET
CPO & Corporate Plus Business Sessions	1:00 PM-4:00 PM ET
Workshops & On Demand NMSDC Sessions	1:00 PM-4:00 PM ET
Business Opportunity Exchange	1:00 PM-4:00 PM ET
Capital Managers' Program	1:30 PM-4:30 PM ET
RMSDC Chairpersons Committee Meeting	5:00 PM-6:30 PM ET

OCTOBER 28, 2020

Workshops & On Demand NMSDC Sessions	8:00 AM-4:00 PM ET
Business Opportunity Exchange	8:00 AM-4:00 PM ET

OCTOBER 29, 2020

Workshops & On Demand NMSDC Sessions	8:00 AM-4:00 PM ET
Celebrating Women of Color: The Power of Connections	11:00 AM-12:30 PM ET
Emerging Young Entrepreneurs (EYE) Program Session II	1:00 PM-4:30 PM ET
Financial Services: Industry Group Session	1:00 PM-2:30 PM ET
Transportation Industry Group: "ReENVISION Challenges & Opportunities in Transportation"	1:00 PM-2:30 PM ET
Corporate Plus Summit: Next Level Capital and Growth Strategies	1:00 PM-2:30 PM ET
CPO Summit - In This Together: The Future of Minority Business Development	1:00 PM-2:30 PM ET
Supplier Diversity Series: Best Practices 7 & 8	1:00 PM-2:30 PM ET
Awards Gala	5:00 PM-7:30 PM ET
Post Awards Celebration	7:30 PM-9:15 PM ET

OCTOBER 30, 2020

National Members Meeting	11:00 AM-12:45 PM ET
Board Of Directors' Meeting	1:30 PM-3:00 PM ET

NOVEMBER 5, 2020

BizConnect Matchmaker	9:00 AM-7:00 PM ET
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NOVEMBER 6, 2020

BizConnect Matchmaker	9:00 AM-7:00 PM ET
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**Diversity and inclusion
is more than a promise
to our suppliers.**

It's our practice.

At Johnson & Johnson, we believe in the power of all of us, working together to bring new ideas to healthcare that make life better for everyone.

We understand the important role small suppliers and diverse suppliers play in our success.

Our Global Diversity & Inclusion Supplier Program supports these values and recognizes how important it is we grow together.

Johnson & Johnson

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continues to
Champion Excellence,
both in Business and
in the Community.

We are committed to supplier diversity and minority-owned business contracts with our partners.



We work to build value and provide the best in **customer solutions.**

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Certified Minority Business Enterprise

NMSDC Corporate Plus Member



Each **Piston Group** company is united by a shared passion to build a better tomorrow. Our portfolio includes **Piston Automotive, Irvin Products, Detroit Thermal Systems,** and **AiREA.**

To learn more about Piston Automotive, as well as the companies that make up the Piston Group family, visit www.pistongroup.com.

PISTON
AUTOMOTIVE 
A Piston Group Company

Piston Automotive is proud to be MBE certified and a NMSDC Corporate Plus Member.

PISTON
AUTOMOTIVE 



Piston Automotive is one of the largest Value Add Assembly Suppliers, building world-class assemblies for top manufacturers.

Irvin



Irvin Products leverages decades of automotive experience to design and provide engineering and manufacturing solutions for automotive interiors.

Detroit
THERMAL SYSTEMS 



Detroit Thermal Systems develops and manufactures high quality climate control systems and components.

AiREA



AiREA is a Best In Class Haworth Dealer that is devoted to developing work environments for clients which support business cultures.

Corporate CO-CHAIRS

WELCOME!

As the Corporate Co-Chairs: Cigna, Coca-Cola, Johnson & Johnson, JPMorgan Chase, PepsiCo, Shell and Toyota, we welcome you to the NMSDC Annual Conference and Business Opportunity Exchange, brought to you for the first time in a virtual environment.

Minority Business Matters! Inclusion of Asian, Black, Hispanic and Native American owned businesses in the supply chain has never been as important as it is right now. NMSDC President and CEO Adrienne Trimble continues to promote this as an imperative and it has also been utilized within our vast network.

The current environment has forced NMSDC to leverage technology in very different ways and we are excited about our first virtual conference.

We thank the sponsors for their support of this essential conference, it could not be done without you. As co-chairs we are extremely appreciative of NMSDC's leadership and commitment in providing opportunities like this for corporations and MBEs to connect.

Joining us this week will be procurement executives, supplier diversity professionals, government officials, international partners, other supplier diversity advocacy organizations, as well as Asian, Black, Hispanic, and Native American business owners and special guests.

The Conference offers a myriad of opportunities and we trust that you will maximize all it has to offer from the emerging conference technology, keynotes, workshops, exhibits, and business opportunities. We look forward to you joining us at the virtual Awards Ceremony and Post Celebration as we honor outstanding leaders and companies for their contributions to minority business development and economic inclusion.

Consistent with our conference theme we are "In this Together" because Minority Business Matters!



Tony Abate
Senior Vice President & Global
Chief Procurement Officer
CIGNA EXPRESS SCRIPTS



James L. "Jim" Dinkins
Senior Vice President
The Coca-Cola Company
President, Coca-Cola North



Shashi Mandapaty
Chief Procurement Officer
Corporate Tier
Johnson & Johnson



William Kapfer
Global Head Supplier Diversity
JPMorgan Chase



Daniel Helmig
SVP & Chief Procurement Officer
PepsiCo



Brandi Rauch
GM Supply Chain - Sales &
US Supplier Diversity Program
Manager
Shell



Robert "Bob" Young
Group Vice President
Purchasing Supplier Development
Toyota Motors North America



WELCOME!



Vinnie Johnson
Founder & Chairman
Piston Automotive



Welcome to NMSDC's first virtual Annual Conference and Business Opportunity Exchange. NMSDC quickly pivoted to virtual events to continue to bring value to MBEs like ourselves.

As the Corporate Plus Co-Chairs we are proud to be associated with an organization that has increased visibility and programming during these challenging times.

NMSDC has transformed and demonstrated commitment to the mission to Certify, Develop, Connect and Advocate for minority businesses. The need for strong minority-owned businesses in national and global supply chains will be vital to the health and recovery of our economy.

We continue to be the country's leading corporate membership organizations with more than 1,450 corporate members, and close to 13,000 certified minority businesses. In 2019, NMSDC's MBEs had a total economic impact of \$401 billion in output and resulted in the creation of 1.6 million jobs. This year, although pandemics have hit our economy, we will not back down and so we press on.

We are thrilled you are attending the 2020 Virtual Conference and BOE, and we are proud to welcome you. Minority business inclusion has never been as important as it is right now. **Minority Business Matters!**

Thank you to all the sponsors who have supported this conference, your contributions are invaluable.

Be sure to check out the specialized Corporate Plus[®] programming.

We encourage you to take full advantage of this conference as it represents the opportunity to forge new relationships while solidifying existing partnerships.

We are looking forward to coming back together in person in the coming years until then stay safe, stay connected and stay healthy!



Sidd Ahmed
President & CEO
VDart Inc.



Kevin Shurn
President
Superior Maintenance Co.



IN THIS TOGETHER.

Superior Maintenance Co. welcomes you to the 2020 Virtual Annual Conference and Business Opportunity Exchange of the National Minority Supplier Development Council!

As the MBE Co-Chair of this great Conference, we are thrilled to welcome you to the NMSDC 2020 Virtual Conference and Business Opportunity Exchange. The Superior Maintenance Co. leadership team recognizes the challenges MBEs are facing and are encouraged by the commitment and support made of corporate members that amplify our conference theme: "In This Together".

COVID-19 has propelled us into a much-needed digital transformation. The safety and health of our constituents remain our top priorities, however, servicing the NMSDC corporate members and certified minority businesses is of utmost importance. We are excited about the new technology platform NMSDC has secured and we are confident that you will realize the value as well. As an MBE we know that minority business inclusion has never been as critically important as it is right now. **Minority Business Matters!**

The 2020 Conference will offer new and innovative workshops, interactive networking opportunities and special events. Asian, Black, Hispanic, and Native American business owners, supplier diversity's most senior corporate influencers, procurement executives, government officials and other special guests from the U.S and abroad will attend this year's Conference.

Whether you are a first-time attendee or a seasoned conference veteran, our Conference provides you with the knowledge, information, resources, and rich content that are essential for success in today's dynamic economy.

Congratulations to the awardees, sponsors and the NMSDC Team and thank you for joining us.

We look forward to hearing about your positive experience. Enjoy!



THANK YOU

Acknowledgments: Honorary Committee

The National Minority Supplier Development Council is a non-profit business membership organization that relies on the generous support of its member corporations and MBEs to underwrite major portions of the Conference.

This assures that NMSDC can present the caliber of event that business professionals expect, at a reasonable registration fee that enables maximum participation.

Many thanks to the 2020 Conference volunteers, representing dozens of companies, for demonstrating broad support for minority supplier development. NMSDC would like to also express sincere gratitude to the following individuals and companies for their help and support during the planning of this year's event.

Jo Ann Jenkins
CEO
AARP

Carlos Rodriguez
Chief Executive Officer
ADP

Jack Salzwedel
Chair and Chief
Executive Officer
American Family
Insurance

Gregory C. Case
Chief Executive Officer
AON

Juli West
Vice President, Supply Chain
Arizona Public Service (APS)

Jes Staley
Group Chief Executive Officer
Barclays

Wayne T. Smith
Chairman and CEO
of BASF Corporation
in North America
BASF Corporation

Christine Leahy
Chief Executive Officer
CDW

Michael Wirth
Chairman and
Chief Executive Officer
Chevron

David M. Cordani
President and CEO
Cigna

Kelly Coffey
Chief Executive Officer
City National Bank
an RBC Company

James Quincey
Chairman and
Chief Executive Officer
The Coca-Cola Company

Tony Tomczak
Vice President - Corporate
Services & CPO
DTE Energy

David Saroli
Chief Executive Officer
eProcurement Services (ePS)

Darren Woods
Chairman and Chief Executive
Officer
Exxon Mobil Corporation

Rajesh Subramaniam
President and COO
Fedex

Michael Manley
Chief Executive Officer
Fiat Chrysler Automobiles

Jim Farley
President & CEO
Ford Motor Company

Stephen L. Hightower
President and CEO
Hightowers Petroleum Co.

Arvind Krishna
Chief Executive Officer
IBM

Mark S. Sutton
Chairman of the Board
and Chief Executive Officer
International Paper

Jamie Dimon
Chairman and
Chief Executive Officer
JPMorgan Chase

Peter Quigley
President and
Chief Executive Officer
Kelly, inc.

Steven A. Cahillane
Chairman and CEO
Kellogg Company

Michelle Gass
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Chief Executive Officer
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Chief Executive
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Office Depot, LLC

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Penn National Gaming

Vinnie Johnson
Founder, Chairman & CEO
Piston Automotive LLC

David Taylor
Chairman of the
Board, President, and
Chief Executive Officer
The Procter & Gamble Company

Sanjeev Tirath
Chief Executive Officer and Co-
Founder
Pyramid Consulting, Inc.

Thomas Sagissor
President
RBC Wealth Management

Michael (Mike) Hummel
General Manager and
Chief Executive Officer
Salt River Project

Thai Lee
Chief Executive Officer
SHI INTERNATIONAL CORP

Chander Chander
CEO
Softpath System LLC

Kevin Shurn
President
Superior Maintenance Co.

Mike Sievert
President and
Chief Executive Officer
T-Mobile USA, Inc.

Tetsuo Ogawa
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Chief Executive Officer
Toyota Motor North America

Carol B. Tomé
Chief Executive Officer
UPS

Hans Vestberg
Chairman and
Chief Executive Officer
Verizon

Curtis Morgan
President and
Chief Executive Officer
Vistra Corp

Scott Keogh
Missing Title
Volkswagen Group
of America, Inc

David L. Steward
Chairman of the Board
World Wide Technology, Inc.

Firoz Lalji
Chairman & CEO
Zones, LLC



GALA EMCEE:

Thomas "Nephew Tommy" Miles Co-host, Steve Harvey Morning Show

Thomas "Nephew Tommy" Miles has built a career that encompasses radio, television, film and more. Thomas' role as co-host of the nationally syndicated Steve Harvey Morning Show puts him in front of a live radio audience of more than 8 million listeners daily. Nephew Tommy provides a key role in the morning show, lighting it up with his own cast of colorful characters and zany humor.

Thomas also has a loyal following as a stand-up comedian and has earned a reputation for wowing crowds. For three years, he served as the exclusive opening act on the Luther Vandross tour. Served as the exclusive Mainstage host for the Essence Festival in New Orleans for 7 years 2009 – 2016, which draws over 250,000 fans and features acts such as Beyonce, Janet Jackson, Alicia Keys, Mary J. Blige, Usher, and Kanye West. In 2017 Thomas hosted the Time To Laugh event at Bishop T.D. Jakes Megafest. In October 2010, Thomas recorded his one hour special at the famed Motor City Casino in Detroit. He continues to keep the crowds laughing as he tours nationally to sold out crowds across the country.

He's a talented thespian, a Theater Major of Texas A&M University, who's worked in over a dozen stage plays and studied with the Royal Shakespeare Company of London.

A number of independent films are on his resume, including 2011's "N-Secure" and "The Heart Specialist" with Zoe Saldana; David Talbert's "Baggage Claim;" "Think Like A Man" in 2012 from the best selling book by Steve Harvey; and premiering in October 2016 he makes a cameo appearance in Tyler Perry's "Madea's Halloween." In 2018 Thomas serves as the host for "Ready to Love," which begins production in Atlanta this spring, will be produced by Will Packer Media and Lighthearted Entertainment.

In 2011 and 2013 Thomas traveled to over a dozen military bases in the Middle East with the Chairman of the Joint Chief of Staff USO Holiday Tour, where he shared his humor, insight and wisdom to thousands of military men and women. This interaction with soldiers, both stateside and around the world, inspired Thomas to establish "Miles of Giving" a non-profit foundation created for the purpose of assisting wounded veterans.

Whether on the stage, big screen, television or radio, Thomas "Nephew Tommy" Miles continues to demonstrate his remarkable talent to the delight of audiences worldwide.

Special Performances from JAZZ HOUSE KIDS



LIANY MATEO was born and raised in Jersey City. Since she was 14, she has been playing the upright bass and pursuing a career in jazz music. She has also worked with Winard Harper, Etienne Charles and Diego Rivera, and currently studies with Rodney Whitaker. In 2020, Mateo received her undergraduate degree from Michigan State University. This fall, she will begin her master's degree studies at the Berklee College of Music Global Jazz Program.



RADAM SCHWARTZ, Hammond B3 organist and jazz pianist, has built his reputation over the last 35 years playing with such great musicians as Arthur and Red Prysock, Eddie "Lockjaw" Davis, Al Hibler, David "Fathead" Newman, Russell Malone, Cecil Brooks III and Jimmy Ford. He continues to make music history today playing with Bill Saxton, Iron City, The Spirit of Life Ensemble, and many others.



CARRIE JACKSON is known for combining jazz originals and standards, pop and blues tunes, and improvisation in an adventurous, genre-bending, inspirational style. In her swinging style, she performs the music of Duke Ellington, Count Basie, Lionel Hampton, Louis "Satchmo" Armstrong, Miles Davis, John Coltrane and Dizzy Gillespie, along with selections from the Great American Songbook.



PETER LIN, a Taiwanese-American jazz trombonist, has been described by DownBeat Magazine as "solid, fluid, and smooth." He received his B.A. in Music from William Paterson University and graduate degree in Jazz Trombone Studies from Rutgers University. A longtime JAZZ HOUSE KIDS teaching artist, Lin is also the bandleader of The Lintet and TNT Quartet.

Jazz House Kids provides the framework inside which students from diverse backgrounds can play, sing and appreciate America's original musical art form. Through music, mentoring, education and apprenticeship we cultivate tomorrow's community leaders and global citizens so they may build vibrant communities where they live.

TESSANNE CHIN

Tessanne Chin continues a long musical tradition for the Caribbean—with a twist.

On her self-titled debut full-length for Republic Records, the season five winner of NBC's *The Voice* definitely upholds the hallmarks of her heritage, while touting a decidedly spunky pop spirit. She's got attitude. She's got style. She's got soul.

She was also meant to make music. Born to two musician parents in Jamaica, her earliest memories include falling asleep on lounge chairs at mom and dad's practice sessions and long hours in the recording studio. Soon enough, she found herself behind the microphone.

"I was five-years-old, and my daddy's band was having a rehearsal," recalls Tessanne.

"I don't know what came over me because normally the kids weren't allowed to go and mess with the musical instruments or equipment. However, I picked up the mic and started singing 'Stand By Me'. They backed me on guitar, and I knew from that moment it was what I wanted to do. The feeling being up there was indescribable. It changed my life."

After high school in England, Tessanne returned home to officially kick off her career.

With the endorsement of family friend and drummer Desi Jones, the legendary Jimmy Cliff chose her as a backup singer. For three years, she toured alongside the reggae icon, picking up invaluable experience along the way. Following a stint fronting the rockband Mile High, she released her first solo hit, "Hideaway", which topped the Jamaican charts and propelled her career in the Caribbean. At the same time, she wanted to impact a much bigger audience.

"I got stuck in this rut," she explains. "It was like a glass ceiling was over me. Soon, a friend had an idea for me to audition for *The Voice*."

That "friend" happened to be none other international reggae pop sensation Shaggy. At his urging, she auditioned for the show and experienced the proverbial whirlwind to follow. Maroon 5 main man Adam Levine became her coach, and she delivered an astounding take on Simon & Garfunkel's "Bridge Over Troubled Water", which soared to #1 on the iTunes Overall Top Songs chart—a first for the show. As she gained countless fans, she eventually took home the top prize.

"I didn't expect that in a million years," beams Tessanne. "I will never forget that day for the rest of my life. I was in genuine shock when they called my name. I'm still overwhelmed! It was never about me. It was about my country. It's something for the Caribbean that I'm very proud of. I'm blessed to have their support and give it back to them."

She truly does everyone proud on the album though from her earliest supporters to the countless American viewers who fell in love with her from *The Voice*. Featuring production by OneRepublic's Ryan Tedder as well as collaborations with the likes of her "biggest influence" Damian "Jr. Gong" Marley and more, she conjures up an infectious sound that's equally fierce and feisty.

"It's pop, but it has a bit of an island swag because that's what sets me apart and is in my blood," she goes on. "It has a vibe to it. The music's got really fat beats with amazing vocals, but the lyrics are meaningful. It isn't following a trend."

Instead, Tessanne leads, and that's why her music will stand the test of time. She concludes, "I want this to be an album that stays with you. I want it to carry on. I want to create something people can identify with lyrically, but they also can listen to it melodically and move to the rhythms. I want to create something people will hold in their hearts for years to come."



“

I want to create something people will hold in their hearts for years to come.

Regional Suppliers of the Year - Class I Winners



Danette Wilder
 President & CEO
 SealingLife, Inc.
 Nominated by
 Seventh Sense Consulting and
 ElastoSeal, Inc.
 Regional Council
 TriState MSDC



Charles Moorer, Jr.
 President
 Solace Risk Management
 Consultant Services, LLC
 Nominated by
 Citizens Energy Group
 Regional Council
 Mid-States MSDC



Mike Diaz
 President
 Semper Utilities
 Nominated by
 Atlantic City Electric/Delmarva
 Power
 Regional Council
 Eastern MSDC



Tiffany Williams
 CEO & Creative Director
 Twice Media Productions, LLC
 Nominated by
 BP America Inc.
 Regional Council
 Houston MSDC

Regional Suppliers of the Year - Class III Winners



Kimberly Moore
 Founder & President
 KDM Engineering, LLC
 Nominated by
 ConEd/Exelon
 Regional Council
 Chicago MSDC



Adela Sering
 CEO
 Seven Seven Softwares, Inc.
 Nominated by
 Prudential
 Regional Council
 New York/New Jersey MSDC



Rameen Sheth
 President
 Metasys
 Technologies, Inc.
 Nominated by
 Truist Financial
 Corporation
 Regional Council
 Georgia MSDC



Gina Wang
 CEO/Owner
 United Mechanical &
 Metal Fabricators Inc
 Nominated by
 Siemens
 Regional Council
 Western Regional
 MSDC

Regional Suppliers of the Year - Class II Winners



Francis Kamgang
 President
 DSI Telecom, Inc.
 (dba) F2G Solutions
 Nominated by
 Ericsson
 Regional Council
 Dallas/Fort Worth MSDC



Yom Douglas
 CEO
 The JPI Group LLC
 Nominated by
 Comcast
 Regional Council
 Eastern MSDC



Sandeep Gauba
 President & CEO
 GoProcure, Inc.
 Nominated by
 Ricoh, USA
 Regional Council
 Georgia MSDC



Varchasvi Shankar
 President & CEO
 V2SOFT, Inc.
 Nominated by
 Blue Cross Blue Shield of Michi-
 gan and FCA
 Regional Council
 Michigan MSDC

Regional Suppliers of the Year - Class IV Winners



**Janice Bryant
 Howroyd**
 Founder and CEO
 ActOne Group
 (The Act 1 Group, Inc.)
 Nominated by
 SoCalGas - A Sempra
 Energy Utility
 Regional Council
 Southern California
 MSDC



D. Raja
 CEO, Founder
 Computer Enterprises, Inc.
 Nominated by
 Comcast
 Regional Council
 Eastern MSDC



**Gustavo A.
 Hermida**
 President
 CIC Construction
 Group LLC
 Nominated by
 Lilly del Caribe Inc.
 Regional Council
 Puerto Rico MSDC



Andy Wells
 President/CEO
 Wells Technology, Inc.
 Nominated by
 Archer Daniels Midland Company (ADM)
 Regional Council
 North Central MSDC

Corporation Of The Year Nominees!

Congratulations to our 2020 Corporation Of The Year Nominees!

Join us at the Awards Gala on Oct. 29th to find out who the National Winners are in each Class!

Class I

Gross Revenue Less Than \$10 Billion



Class II

Gross Revenue Between \$11 Billion and \$50 Billion



Class III

Gross Revenue Between \$51 Billion and \$100 Billion



Class IV

Gross Revenue Between \$101 Billion and \$150 Billion



Class V

Gross Revenue Greater Than \$150 Billion





Pacific Southwest
Minority Supplier
Development Council

Congratulations!

Pacific Southwest Minority Supplier Development Council
congratulates the National Minority Supplier Council
on a successful and historic
2020 Conference and Business Opportunity Exchange!

PSWMSDC serves MBEs in **Arizona and San Diego County**.
Our MBEs are **generating jobs**, employing more than 17,000 individuals
(of which 11,000 are people of color) and making the country's economy
stronger, creating an **aggregate revenue** of more than \$13.46 billion.

Even through these difficult times, our MBEs are **reinventing,**
reimagining, and redesigning success on their terms.

PSWMSDC is proud to partner with each of them.
PSWMSDC will continue to diligently fuel growth for our MBEs by
serving as a connector with the broader business community and
opening doors for new opportunities.

*We look forward to seeing you in our region in the future.
Until then, stay safe, be well and keep thriving!*



Why we value the diversity of our suppliers.

Every day, ExxonMobil partners with suppliers of diverse backgrounds, including historically underrepresented groups. By being inclusive, we find the very best for every project. And we know firsthand that through the range of perspectives diversity brings, we're better prepared for the world's energy challenges.

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FCA

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Diversity & inclusion guides and influences everything we do

At RBC Wealth Management, City National Bank and RBC Capital Markets, diversity & inclusion is a core value, a key strength and a business priority. We are committed to building an inclusive supply chain and diverse workforce.

Learn about RBC Supplier Diversity at [rbc.com/sourcing/supplier_diversity.html](https://www.rbc.com/sourcing/supplier_diversity.html).



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Celebrating the energy of diversity

Strong partnerships deliver customer value. Southern Company is proud to support organizations like the National Minority Supplier Development Council (NMSDC). We believe diverse suppliers bring quality, innovation and value to our business and positively impact the economic development of our communities.

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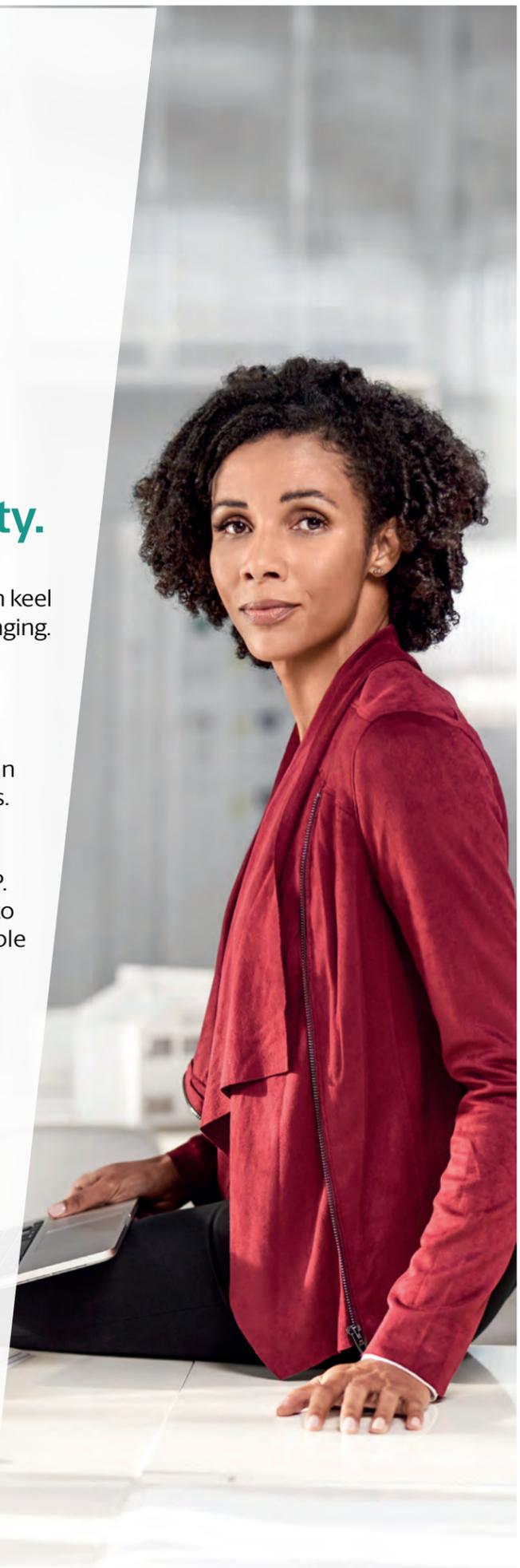
We get it.

That's why UPS is offering our suppliers finance options that can help accelerate invoice payments.

UPS formed an alliance with two leading financial institutions—J.P. Morgan and Citi—and tapped into our excellent credit rating to enable our suppliers to receive a lower cost of financing.

When our suppliers thrive, we're better able to bring their innovations to our customers. And that helps everyone.

To learn more, visit [ups.com/supplierfinancing](https://www.ups.com/supplierfinancing)



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Supplier Inclusion

Creating value through synergy

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For more information visit corporate.walmart.com/suppliers/ or email us at supplierinclusion@walmart.com



The Power of Our Differences

We're big believers that diversity, equity and inclusion leads to innovation, creativity and collaboration. Every day we're inspired by the businesses and people who are making contributions to help our communities thrive.

Southern California Edison proudly supports diverse business enterprises through bidding opportunities, technical assistance and capacity building.

We are proud to sponsor the National Minority Supplier Development Council **2020 Conference and Business Opportunity Exchange**

For information on Supplier Diversity and Development, please visit sce.com/sd or call 1-800-275-4962

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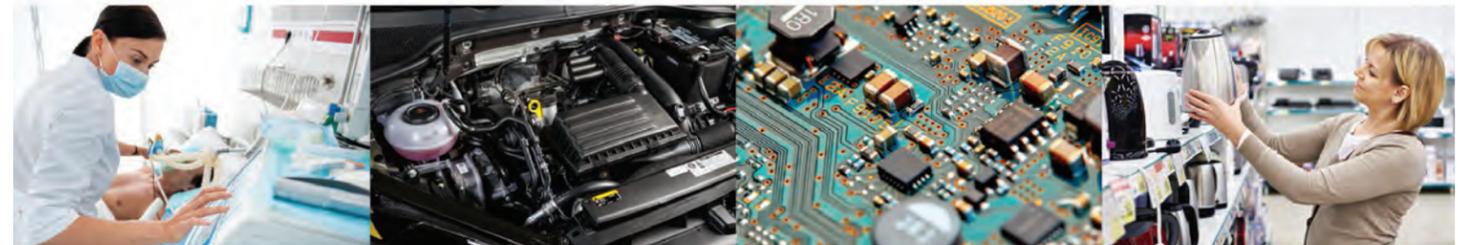


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NMSDC SUPPLIER OF THE YEAR CENTRAL REGION 2017 - WBE STAR 2019



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Find out more at [cox.com](https://www.cox.com)



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Helping entrepreneurs thrive

Nurturing entrepreneurial ventures doesn't just create jobs – it helps build prosperous communities. That's why Barclays contributes our time, resources and know-how to programs and ways of working that help businesses scale to create more opportunities for everyone.

To explore how your business might scale through access to our supply chain, visit barclays.com/supplierdiversity



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To find out more about Zones' supplier diversity program, contact diversity@zones.com or visit www.zones.com/mbe

- Certified Minority Business Enterprise
- Corporate Plus® Certification

- 2020 WRMSDC MBE Platinum Partner Pitch Award – The Best Minority Innovator in the Western Region

- 2015 National Supplier of the Year, Class IV, National MSDC

NMSDC National Minority Supplier Development Council
CORPORATE PLUS® MEMBER



At AARP, we believe in the power of diversity. That's why we developed our Supplier Diversity Program to tap into the vast talent and ideas available from minority-owned businesses. We are dedicated to helping underrepresented businesses grow and thrive.

Learn more and get to know us at aarp.org/about-aarp/supplier-diversity/



SUPPLIER DIVERSITY INCLUSION MAKES US STRONGER

IBM and Supplier Diversity Celebrating 50 years and counting

Find out more:
ibm.biz/GlobalSupplierDiversity





National Minority Supplier Development Council

Congratulations!

2020 NMSDC Regional Suppliers of the Year

AWARD WINNERS and FINALISTS

Congratulations to all of this year's corporate finalists for their leadership and dedication to minority supplier development and to communities of color around the world.

The minority supplier finalists have distinguished themselves and their businesses by successfully demonstrating growth in sales and employment while overcoming significant obstacles.

Consistently providing high-quality products, services, and solutions at competitive prices and significantly contributing to the growth and development of their communities.

We wish you continued success!



The All-New 2021 Nissan Rogue.

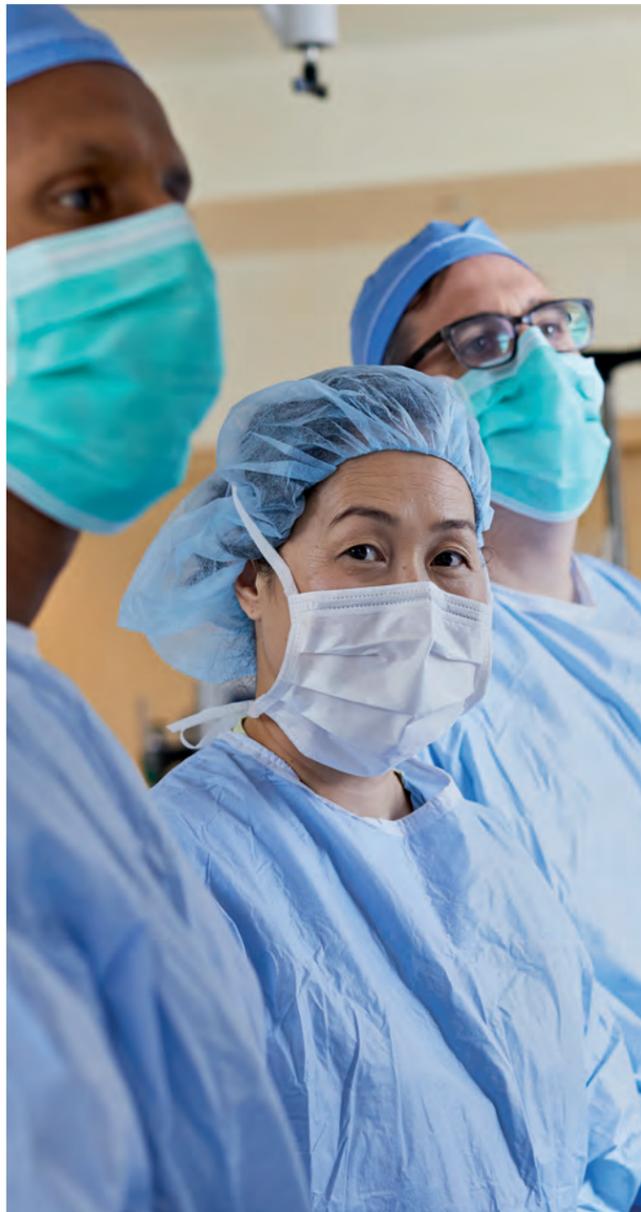


<p>\$3.4 BILLION SPENT IN 2019 WITH DIVERSE BUSINESSES</p>	<p>+41% OF TOTAL PROCUREMENT SPEND</p>	<p>39 YEARS OF CHAMPIONING SUPPLIER DIVERSITY</p>
----------------------------------------------------------------------------------	---------------------------------------------------	-------------------------------------------------------------------------

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pge.com/supplychainresponsibility





WE'RE ALL IN THIS TOGETHER.

At Kaiser Permanente, we don't see health as an industry. We see it as a cause. And one that we very much believe in. During this extraordinary time we are especially thankful to the heroism of our frontline workers. And, we would like to express our deepest gratitude to all of our outstanding care teams and individuals who deliver on the Kaiser Permanente mission each day to improve the health of our members and the communities we serve. We are here to help you thrive. Learn more about Kaiser Permanente supplier diversity at supplierdiversity.kp.org.



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Diverse suppliers include certified minority, women, disabled, veteran, LGBT (Lesbian, Gay, Bisexual, and Transgender) and small (SBA 8(a), SDB, SBC, WOSB, EDWOSB, and HUB Zone) enterprises. Office Depot is a trademark of The Office Club, Inc. OfficeMax is a trademark of OMX, Inc. ©2020 Office Depot, LLC. All rights reserved. BSD086.20



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Finding the right deal. Negotiating the right price. Delivering on time. At EY, we know how choosing the right suppliers can help to achieve strategic goals.

Our Environmental Social Governance Service team is creating diverse ecosystem for minority-owned businesses to reach their potential and make a difference.

Visit ey.com/supplierdiversity

The better the question. The better the answer.
The better the world works.

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Elba M. Garcia

The Business Consortium Fund (BCF) is a non-profit Community Development Financial Institution (CDFI) focused on providing financing to NMSDC certified MBEs.

The BCF has a long history of success in providing a wide range of financing options to suit the needs of growing MBEs, including lines of credit, direct loans, factoring loans and participation loans with banks that support the MBE. The BCF has facilitated more than 1,000 loans totaling over \$225 million to NMSDC certified MBEs since 1987.

In 2012, the BCF launched a direct lending program. Two years later the BCF was approved by the U.S. Department of Treasury as a Community Development Financial Institution.

As a result the BCF can provide important Community Reinvest-ment Act (CRA) credits for banks that participate in BCF loans, and that invest in the BCF through Equity Equivalent Agreements. The primary loan products offered by BCF are the Loan Participation Program, the Directing Lending

Program and the BCF-Sponsored Factoring Program.

BCF are the Loan Participation Program, the Directing Lending Program and the BCF-Sponsored Factoring Program.

The Participation Program

In this program the BCF participates in a portion of a loan to an MBE, along with a bank that supports the MBE. The MBE receives a working capital injection related to a contract with an NMSDC corporate member that is often beyond what a local bank lender alone would provide. BCF's portion of this type of loan can be up to \$1.125 million. The bank's portion may be much higher.

The Direct Lending Program

BCF direct loans may be used for a variety of purposes and can be in the form of either a term loan or a line of credit. Loans can range from \$100,000 to \$1.125 million.

Since 2012, and the start of its Direct Lending Program, the BCF has not incurred a single loan default.

BCF Sponsored Factoring Program

BCF can sponsor an MBE with a participating factoring lender to reduce the percentage rate the MBE pays versus what is available in the market. This can be a useful financing option for companies with fewer than needed assets to collateralize capital infusions to facilitate accelerated cash flow for on-going operations.

Triad

Triad Investments LP (Triad) is one of a small number of Specialized Small Business Investment Companies (SSBIC) in the United States.

Through its SSBIC, Triad is able to provide long-term debt, subordinated debt with warrants, equity, and equity-like financing.

These BCF and Triad financing tools are critical for corporations looking for strong vibrant and well-capitalized MBEs that can scale with the corporate

need and outlook. By contributing to the BCF, these corporations can now gain a "multiplier effect" with the BCF, through its tools, helping to provide the funding that corporate suppliers need.

The BCF's support for MBEs doesn't stop at providing access to capital. The BCF also provides advice to further educate MBEs on key areas of financial management.

The advice is hands-on, including financial management training, and addresses the significant challenges facing minority suppliers as they enter and grow through the supply chains of NMSDC member corporations. Topics covered include designing profitable growth models, strategic pricing, cash flow management and performance management.

MBEs are encouraged to contact the BCF for funding associated with NMSDC corporate member contracts. Let the BCF be YOUR FIRST RESORT.

We will work with you to find the best financing tool and structure that will facilitate your growth.

Corporations are encouraged to contact the BCF.

Your interest-earning investment in the BCF will provide critical capital that will facilitate NMSDC certified MBEs meeting and exceeding your expectations.



Capitalizing Minority Enterprise

Your Business Growth Is Our Business

- ✓ **PPP Loans**
- ✓ **Direct Lending**
- ✓ **Loan Participation**
- ✓ **Equity Financing**
- ✓ **Accounts Receivable Financing**
- ✓ **Business Advisory Services**

Facilitating PPP loans in general, and in particular the financing needs of NMSDC certified MBEs that have contracts and relationships with NMSDC national and regional corporate members. Whether it's through a line of credit, contract financing, working capital loan, equipment financing or an immediate term loan, the BCF can assist with the capital needed to meet supply chain performance requirements of NMSDC certified MBEs. We are here to support your company's growth.

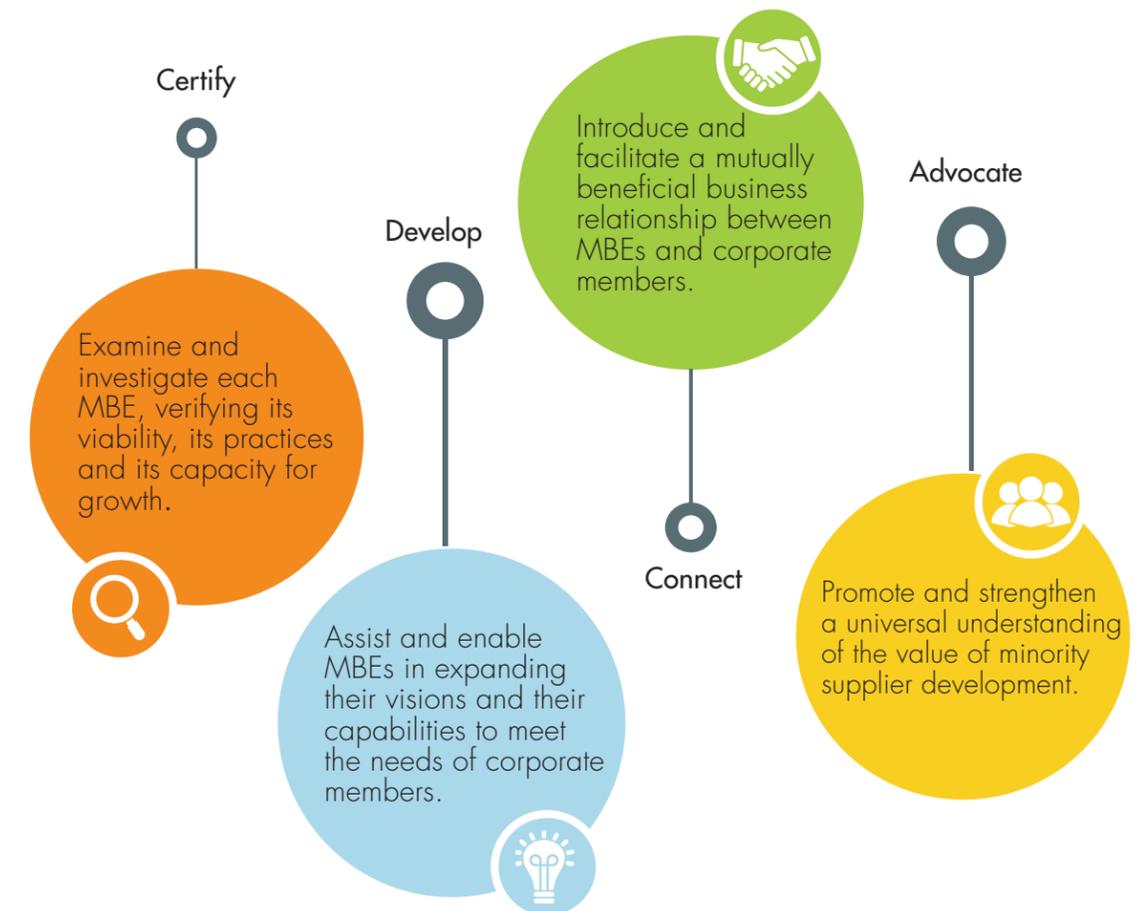
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ONE NMSDC

Passion inspires the mission of NMSDC.

Perspective builds a firm foundation, in fact and perception, for NMSDC's goals.

Progress drives those enduring goals, in an evolving and ever-expanding business universe.





National Minority Supplier
Development Council
1359 Broadway, Suite 1000
New York, New York 10018
212-944-2430
www.NMSDC.org

Our Mission

NMSDC is the global leader in advancing business opportunities for certified Asian, Black, Hispanic and Native American business enterprises and connecting them to corporate members. One of the country's leading corporate membership organizations, NMSDC was chartered in 1972 to provide increased procurement and business opportunities for minority businesses of all sizes.

Our Impact

70%

GROWTH RATE

Increase expected by 3.3 Million Minority Business Owners from 2000 to 2045.

\$400

BILLION

ANNUALLY

2.25 Million people actively employed both directly and indirectly by NMSDC-certified MBE firms.

1,450

CORPORATE MEMBERS

Including 472 national corporate members and 1123 local corporate members.

13,000

CERTIFIED MBES

Asian, Black, Hispanic and Native American-owned businesses.

64



GROWTH RATE

From 2000 to 2045, 3.3 MILLION

Minority Business Owners are expected to experience a growth rate increase of:

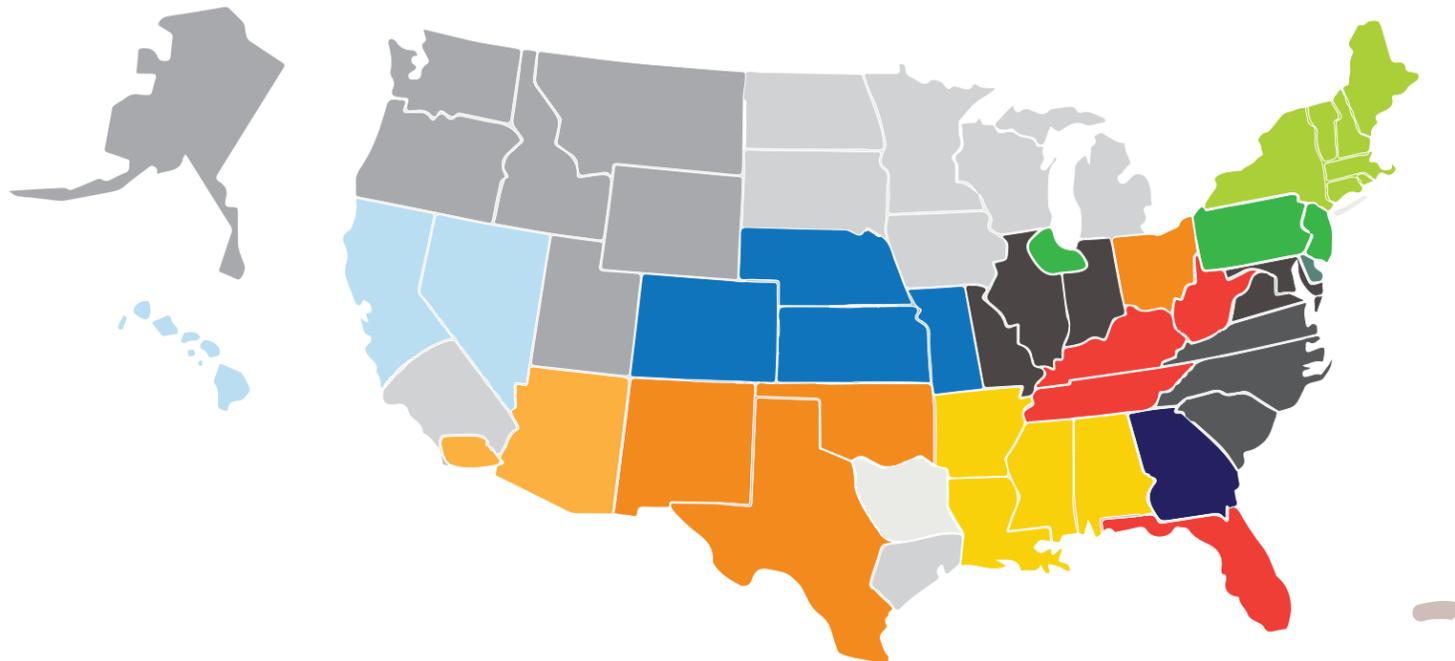
- 17% annually
- 34% annually in sales
- 70% of total increase purchasing power

NMSDC MBEs have a total economic impact of more than **\$400 billion dollars** in output that results in the creation of and/or preservation of more than **2.2 million jobs** held by persons who find themselves either directly or indirectly employed by NMSDC-certified MBEs.

National Network

The NMSDC Network includes a national office in New York City and 23 affiliate regional councils across the country. There are 1,450 corporate members throughout the network, including America's top publicly-owned, privately-owned and foreign-owned companies, as well as universities, hospitals and other major purchasing institutions.

The regional councils certify and match more than 12,000 Asian, Black, Hispanic and Native American-owned businesses with member corporations that want to purchase their products, services and solutions.



- | | | | | | |
|----------------------|-----------------------|-----------------|-------------------------|-----------------|----------------------|
| REGION 1 | REGION 2 | REGION 3 | REGION 4 | REGION 5 | REGION 6 |
| ■ North Central | ■ Pacific Southwest | ■ Chicago | ■ Capitol Region | ■ Florida State | ■ Carolinas-Virginia |
| ■ Northwest Mountain | ■ Southern California | ■ Michigan | ■ Eastern | ■ Georgia | ■ Houston |
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jneal@ohiommsdc.org



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Board Representative
8655 East Via de Venura
Suite G-170
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www.PSWMSDC.org
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Puerto Rico Minority Supplier Development Council
Serving Puerto Rico & U.S. Virgin Islands

Francisco S. Cabrera
Acting President
1225 Ponce de León Avenue
VIG Tower Suite 1505
San Juan, PR 00919-2410
(787) 627-7272 ext. 927
www.prmsdc.org
fcabrera@prmsdc.org



Southern California Minority Supplier Development Council
Serving Metro Los Angeles and Southern California (except Metro San Diego)

Virginia Gomez
President/CEO
800 West 6th Street
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Los Angeles, CA 90017
(213) 689-6965
www.scmsdc.org
certification@scmsdc.org



Southern Region Minority Supplier Development Council
Serving Alabama, Arkansas, Louisiana and Mississippi

Alvin-o Williams
President/CEO
400 Poydras Street
#1960
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(504) 293-0400
www.srmsdc.org
awilliams@srmsdc.org

"A small body of determined spirits fired by an unquenchable faith in their mission can alter the course of history."

- MAHATMA GANDHI

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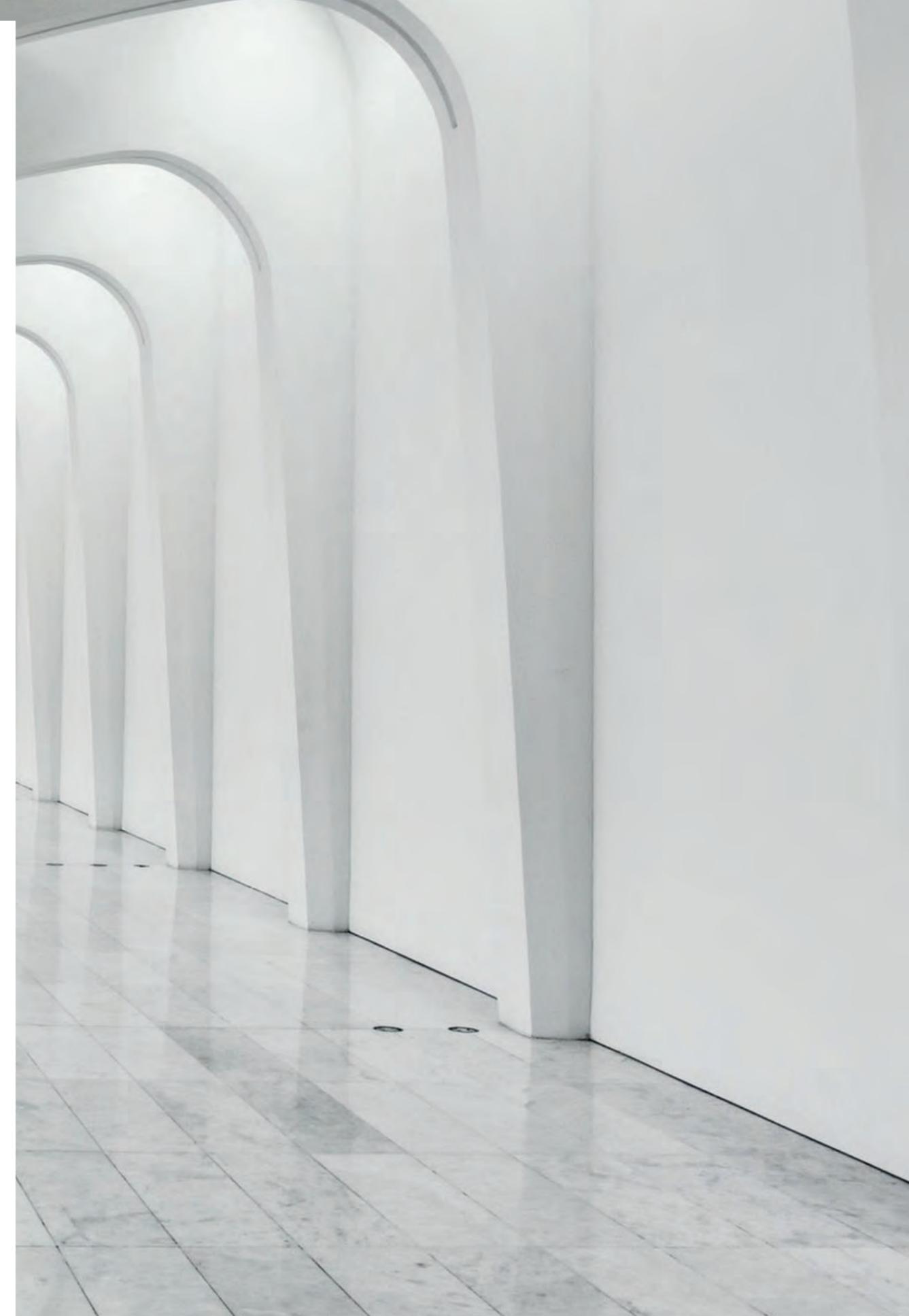
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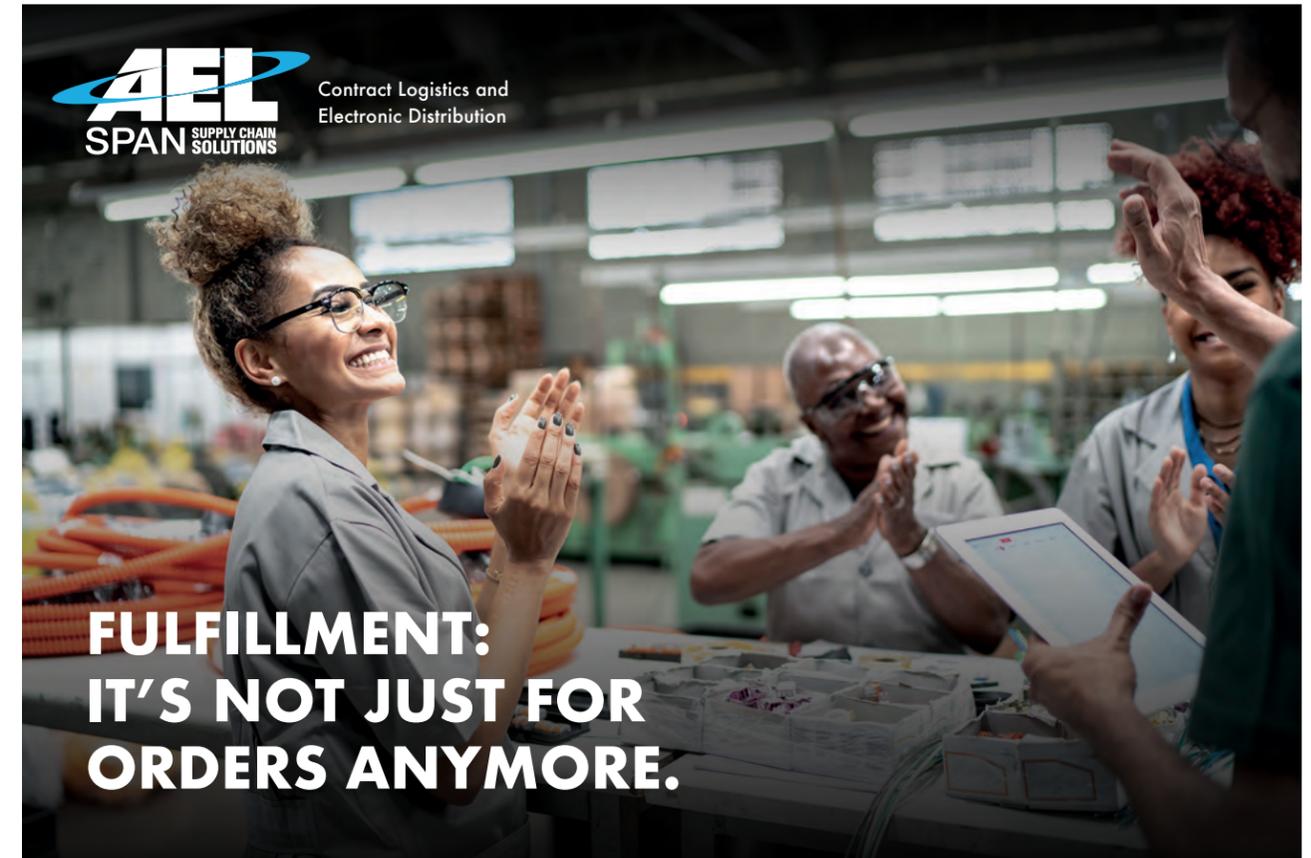
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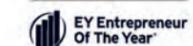
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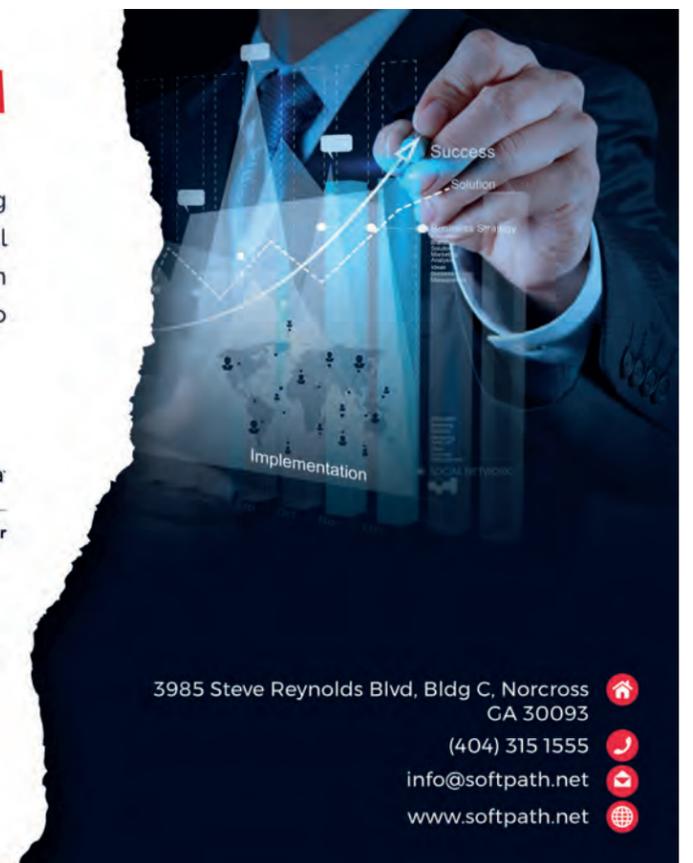
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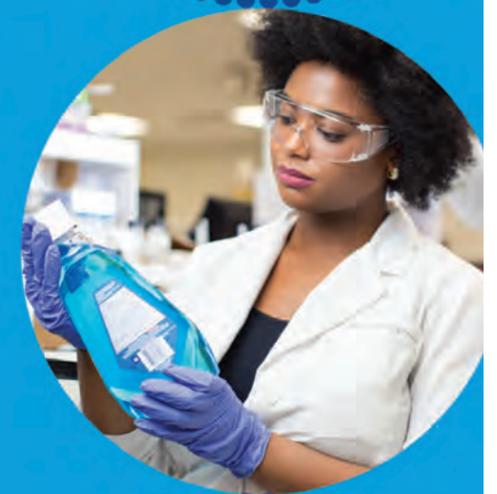
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Joe McClain, Director, Supplier Diversity

Eaton's mission is to improve the quality of life and the environment through the use of power management technologies and services. We provide sustainable solutions that help our customers effectively manage electrical, hydraulic and mechanical power – more safely, more efficiently and more reliably. Eaton's 2019 revenues were \$21.4 billion, and we sell products to customers in more than 175 countries. Code: 332919, 336412, 541330, 541713

E-PROCUREMENT SERVICES (EPS)

www.epsecommerce.com
691 N Squirrel Road, Suite 220
Auburn Hills, MI 48326
Tel: 248.630.7200
David Saroli, CEO

ePS offers a complete, intuitive eMarketplace & eProcurement cloud solution. Our purchasing, order processing and distribution fulfillment cloud software can automate and streamline your everyday business processes, saving you time, money and increasing profitability. ePS is a leading provider of eMarketplace solutions, offering specifically-designed, cloud based eProcurement and eMarketplace solutions to provide spend visibility and control to companies big and small. For almost two decades, ePS has partnered with small diverse companies to provide business process efficiency through automation. The majority of these small businesses act as resellers, working with a distributor who dropships product in response to a purchase order from an enterprise-scale customer. Our Core Capabilities: As a provider of technology solutions, our expertise lies in being able to provide streamlined integration into any ERP or eMarketplace and with any distributor on behalf of small businesses. •Content Management •Automated Order and Invoice Processing •Integration to Distributors •Inventory File Processing •PCI-Compliant Payment Processing •Third Party Platform Integration

Our Solutions: Integration+ for Amazon Business - The fully automated solution exclusively for Amazon Sellers. More than just an integrator, ePS Integration+ is the complete Catalog Management & Order Processing Solution. eConnect - Catalog Management & Order and Fulfillment Automation built to integrate directly with any 3rd party eProcurement software or ERP. Code: 454110, 541519

ERNST & YOUNG

www.ey.com
200 Plaza Drive
Secaucus, NJ 07094
Tel: 201.872.6801
Rosemary Weppler, Assistant Director Environmental Social Governance Services

Ernst & Young is a global leader in assurance, tax, transaction and advisory services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities. Code: 541211

EXIM BANK

www.exim.gov
811 Vermont Avenue
Washington, DC 20571
Tel: 202.375.8909
Aerek Stephens, Export Finance Manager

EXIM is an independent federal agency that promotes and supports American jobs by providing competitive and necessary export credit to support sales of U.S. goods and services to international buyers. EXIM also contributes to U.S. economic growth by helping to create and sustain hundreds of thousands of jobs in exporting businesses and their supply chains across the United States. Code: 3119

EXXONMOBIL

www.exxonmobil.com
22777 Springwoods Village Parkway
Spring, TX 77389
Tel: 832.625.1859
Allyson Lile, Supplier Diversity Manager

Petrochemical and Energy Corporation
Code: 326111, 332911, 333132, 333911, 811310

FEDERAL DEPOSIT INSURANCE CORPORATION (FDIC)

www.fdic.gov
3501 Fairfax Drive, E2018
Arlington, VA 22226
Tel: 703.562.6071
Velda Fludd, MWOP Specialist

The Federal Deposit Insurance Corporation (FDIC) is the regulatory agency that insures deposits in banks and savings associations up to \$250,000. Representatives will be on hand to discuss the agency's contracting process and current initiatives. The FDIC will provide information on its primary business requirements including but not limited to financial services, information technology, facilities management and training. Additional information can be obtained on the agency's website at www.fdic.gov. Code: 518210, 523110, 531320, 531390, 541511

FEDEX CORPORATION

www.fedex.com/en-us/about.html
3630 Hacks Cross Road
Memphis, TN 38125
Tel: 901.690.6053
William Harris, Category Management Expert

FedEx Corp. (NYSE: FDX) provides customers and businesses worldwide with a broad portfolio of transportation, e-commerce and business services. With annual revenue of \$71 billion, the company offers integrated business solutions through operating companies competing collectively, operating collaboratively and innovating digitally under the respected FedEx brand. Consistently ranked among the world's most admired and trusted employers, FedEx inspires its more than 500,000 team members to remain focused on safety, the highest ethical and professional standards and the needs of their customers and communities. To learn more about how FedEx connects people and possibilities around the world, please visit about.fedex.com. Code: 484121, 492110, 488510, 488111

FIAT CHRYSLER AUTOMOBILES

www.fcagroup.com
800 Chrysler Drive
Auburn Hills, MI 48326
Tel: 248.421.4391
Jennifer Good, Executive on Loan to MMSDC

FCA US is a member of the Fiat Chrysler Automobiles N.V. (FCA) family of companies. FCA US manages the marketing, sales and service of FCA US vehicles in more than 150 countries around the world where FCA US vehicles are available. Vehicles are produced outside North America at facilities in Brazil, China, Egypt, Italy and Venezuela. Fiat Chrysler Automobiles (FCA) designs, engineers, manufactures and sells vehicles and related parts, services and production systems worldwide. The Group operates 102 manufacturing facilities and 46 R&D centers; and it sells through dealers and distributors in more than 135 countries. FCA's automotive brands include Abarth, Alfa Romeo, Chrysler, Dodge, Fiat, Fiat Professional, Jeep, Lancia, Ram, Maserati. The Group's businesses also include Mopar (automotive parts and service), Comau (production systems) and Teksid (iron and castings). Code: 336330, 336340, 336220, 332722, 336311

FIFTH THIRD BANK

www.53.com
38 Fountain Square
Cincinnati, OH 45236
Tel: 513.534.4703
Marsha Thornton, Vice President & Director of Supplier Diversity

Fifth Third Bank is one of the largest consumer banks in the Midwest. It operates 1,154 branches and 2,469 ATMs in Ohio, Kentucky, Indiana, Michigan, Illinois, Florida, Tennessee, West Virginia, Georgia and North Carolina. The name "Fifth Third" is derived from the names of the bank's two predecessor companies, Third National Bank and Fifth National Bank, which merges in 1909. Whether you're just starting out or your business is well-established and handling a high volume of transactions, we offer a business checking account to meet your business banking needs now and in the years to come. Learn more about the features of a business bank account and open a business checking account at any Fifth Third Branch location. Code: 522110, 522120, 551111, 523110, 523991



FLUOR CORPORATION

www.fluor.com
One Fluor Daniel Drive
Sugar Land, TX 77478
Tel: 281.263.6840
Annie Lidge, Supplier Diversity Program Manager

Fluor is a global, publicly-traded engineering, procurement, construction (EPC) and maintenance company. Fluor works with clients in diverse industries around the world to design, construct and maintain their capital projects.
Code: 237990

FORD MOTOR COMPANY


www.ford.com
One American Drive
Dearborn, MI 48126
Tel: 313.248.1151
Travis Spencer, Head of Supplier Diversity

Ford Motor Company's Supplier Diversity & Inclusion (SD&I) The program was started in 1968 as an Inner-City Supplier Development Program as a response to civil unrest in major cities, to create jobs in urban areas of minority concentration, and in recognition of corporate responsibility. Ford recognized that it had a social responsibility to provide an opportunity for minority individuals and their communities. When Ford started this program there were few minority-owned and operated companies with the capabilities to provide the goods and services purchased by Ford and other automotive manufacturers. At the request of Henry Ford II, a program was designed to identify high potential minority business enterprises and assist them in growing their companies to competitive positions in our industry.
Code: 336399

GENERAL MILLS

www.genmills.com
1 General Mills Boulevard, W4-0A
Minneapolis, MN 55426
Tel: 763.764.4977
Supplier Diversity, Supplier Diversity

General Mills is one of the world's leading producer of consumer packaged foods that is known for beloved brands such as Cheerios, Betty Crocker, Pillsbury, Old El Paso, Yoplait, Totinos, Annie's, Blue Buffalo, and many more.

General Mills is committed to valuing diversity in all aspect of its supply chain. We have had an established Supplier Diversity Program in North America for over 50 years and have recently expanded our program globally. General Mills considers a diverse supplier as one that is at least 51% owned, managed, and operated by a person or persons that identify in one of the following groups:

Minorities (in country where company is headquartered)
Women - LGBTQ+ - Veterans - Disabled
Code: 424410

GENERAL MOTORS


www.gm.com
3000 University Drive
Auburn Hills, MI 48326
Tel: 586.335.1233
Tamika Walker, Supplier Diversity Program Manager

At General Motors, innovation is our north star. As the first automotive company to mass-produce an affordable electric car, and the first to develop an electric starter and air bags, GM has always pushed the limits of engineering. GM is the only company with a fully integrated solution to produce self-driving vehicles at scale. We are committed to an all-electric future. 2.6 billion EV miles have been driven by drivers of five GM electrified models, including the Chevrolet Bolt EV. Our future depends on responsible stewardship of the earth, and we continually seek creative and innovative solutions for the environment. Our policies and technologies promote a cleaner planet from supply chain to manufacturing to the vehicles we put on the road. We are General Motors. We transformed how the world moved through the last century. And we're determined to do it again as we redefine mobility to serve our customers and shareholders and solve societal challenges.
Code: 336390

**HARTSFIELD-JACKSON
ATLANTA INTERNATIONAL AIRPORT (ATL)**

www.atl.com
1255 South Loop Road
College Park, Georgia 30337
Tel: 404-382-1221
Tyrone Gorham, Supplier Diversity, Sr., PM

Hartsfield-Jackson Atlanta International Airport is the busiest and most efficient airport in the world and, by some accounts, the best in North America. ATL is the economic jewel of Georgia, generating a \$34.8 billion economic impact for metro Atlanta and providing more than 63,000 jobs on-site, making it the state's largest employer.
Code 488119

HONDA OF AMERICA MFG


www.ham.honda.com
21001-A State Route 739
Raymond, OH 43067
Tel: 937.594.5091
Michael Bracey, Procurement Diversity Team Manager

Honda started U.S. operations with the establishment of America Honda Motor Co., Inc., in 1959. Today, Honda employs more than 30,000 associates in America engaged in the development, manufacturing, sales and service support of Honda and Acura automobiles, Honda power equipment, Honda powersports products, the HondaJet advanced light jet and GE Honda HF120 turbofan engines.

Based on its longstanding commitment to build products close to the customer, Honda operates 12 major U.S. manufacturing facilities, working with more than 620 U.S. suppliers to produce the diverse range of Honda products. In 2019, about two-thirds of the Honda and Acura automobiles sold in the U.S. were produced in America, using domestic and globally sourced parts.

Honda also operates 14 major research and development centers in America which fully design, develop and engineer many of the products the company manufactures in America.
Code: 336110

INTERNATIONAL BUSINESS MACHINES


www.us.ibm.com
18000 West 9 Mile Road
Detroit, MI 48826
Tel: 720.430.0307
Michael Robinson, Program Director, Global Supplier Diversity

The IBM Corporation is an American multinational technology and consulting corporation, with headquarters in Armonk, New York. IBM manufactures and markets computer hardware and software, and offers infrastructure, hosting and consulting services in areas ranging from mainframe computers to nanotechnology. IBM's supplier diversity program spans over 4 decades and has expenditures of over \$3B in first and second tier spend with diverse suppliers worldwide.
Code: 561422, 561920, 333242, 524114

INTERNATIONAL PAPER


www.internationalpaper.com
6400 Poplar Avenue
Memphis, TN 38197
Tel: 901.419.7000
Debra Voss, Program Manager, Head of Supplier Diversity

We transform renewable resources into recyclable products that people depend on every day. We are one of the world's leading producers of fiber-based packaging, pulp and paper, with more than 50,000 employees and more than 25,000 customers in 150 countries. We create: Packaging products that protect and promote goods, enable worldwide commerce and keep consumers safe. Pulp for diapers, tissue and other personal hygiene products that promote health and wellness. Papers that facilitate education and communication.

We are committed to strengthening our people and the communities where we live and work using all resources responsibly and efficiently, and ensuring our businesses are safe, successful and sustainable for generations to come.
Code: 322121



IRON MOUNTAIN INC.

www.ironmountain.com
1 Federal Street
Boston, MA 2110
Tel: 800.899.4766
Angela Robinson, Supplier Diversity Manager

Iron Mountain Incorporated (NYSE: IRM) is the global leader for storage and information management services. More than 230,000 organizations worldwide have chosen us as the trusted guardian to store, manage and protect what matters most. Iron Mountain's solutions portfolio includes records management, data management, document management, data centers, art storage and logistics and secure shredding. A video overview of our services are provided at ironmountain.com/resources/landing-pages/s/smb_metro_pros. For information, visit www.ironmountain.com. If you are interested in becoming a potential supplier, register with us at www.ironmountain.com/about-us/global-procurement/diversity-and-sustainability. Code: 493110, 541159

JOHNSON & JOHNSON

 www.its.jnj.com
501 George Street
New Brunswick, NJ 08933
Tel: 848.202.2717
Robyn Best, Procurement Manager, Strategic Sourcing

At Johnson & Johnson, we believe good health is the foundation of vibrant lives, thriving communities and forward progress. That's why for more than 130 years, we have aimed to keep people well at every age and every stage of life. Today, as the world's largest and most broadly based healthcare company, we are committed to using our reach and size for good. We strive to improve access and affordability, create healthier communities, and put a healthy mind, body and environment within reach of everyone, everywhere.

Every day, our more than 130,000 employees across the world are blending heart, science and ingenuity to profoundly change the trajectory of health for humanity. Code: 332291

JPMORGAN CHASE & CO.

 www.jpmorgan.com
277 Park Avenue, 42nd Floor
New York, NY 10172
William Kapfer, Global Head of Supplier Diversity

JPMorgan Chase & Co. (NYSE: JPM) is a leading global financial services firm with assets of \$3.2 trillion and operations worldwide. The Firm is a leader in investment banking, financial services for consumers and small businesses, commercial banking, financial transaction processing, and asset management. A component of the Dow Jones Industrial Average, JPMorgan Chase & Co. serves millions of customers in the United States and many of the world's most prominent corporate, institutional and government clients under its J.P. Morgan and Chase brands. Information about JPMorgan Chase & Co. is available at www.jpmorganchase.com. Code: 541810, 541430, 424120, 561612, 541110

KAISER PERMANENTE

 www.kaiser.com
1800 Harrison Street
Oakland, CA 94612
Tel: 510.410.0752
Marcy Edwards, Project Manager

Kaiser Permanente exists to provide high-quality, affordable health care services and to improve the health of our members and the communities we serve.

Kaiser Permanente is one of the nation's largest not-for-profit health plans, serving 12.4 million members. At Kaiser Permanente, physicians are responsible for medical decisions. The Permanente Medical Groups, which provide care for Kaiser Permanente members, continuously develop and refine medical practices to help ensure that care is delivered in the most efficient and effective manner possible. Code: 621999

KELLOGG COMPANY

 www.kellogg.com
1 Kellogg Square
Battle Creek, MI 49017
Tel: 269.961.2316
Debra Quade, Supplier Diversity Manager

Kellogg's is the original plant-based well being company! A global food company headquartered in Battle Creek Michigan, operating in over 150 countries worldwide. For additional information visit our website www.kelloggcompany.com and register in our database for future consideration www.kelloggsupplier.com Code: 238210, 333993, 322212, 484122, 484231

KELLY SERVICES, INC.

 www.kellyservices.com
999 West Big Beaver Road
Troy, MI 48084
Tel: 248.703.9198
Brenda Marshall, Principal, Global Diversity Solutions

Kelly connects talented people to companies in need of their skills in areas including Science, Engineering, Education, Office, Contact Center, Light Industrial, and more. We're always thinking about what's next in the evolving world of work, and we help people ditch the script on old ways of thinking and embrace the value of all workstyles in the workplace. We directly employ nearly 440,000 people around the world, and we connect thousands more with work through our global network of talent suppliers and partners in our outsourcing and consulting practice. Visit kellyservices.com and let us help with what's next for you. Code: 561320, 561311

KOHL'S/KOHL'S INNOVATION

 www.kohls.com
W165N5830 Ridgewood Drive
Menomonee Falls, Wisconsin 53051
Tel: 262.703.4006
Shannon Patel, Director of Supplier Diversity

Kohl's (NYSE: KSS) is a leading omnichannel retailer with more than 1,100 stores in 49 states. With a commitment to inspiring and empowering families to lead fulfilled lives, Kohl's offers amazing national and exclusive brands, incredible savings and an easy shopping experience in our stores, online at Kohls.com and on the Kohl's mobile app. Since its founding, Kohl's has given more than \$750 million to support communities nationwide, with a focus on family health and wellness. For a list of store locations or to shop online, visit Kohls.com. For more information about Kohl's impact in the community or how to join our winning team, visit Corporate.Kohls.com or follow @KohlsNews on Twitter. Kohl's is committed to creating an environment where everyone feels a sense of equity, where diversity is valued at all levels, and where inclusion is evident across our business. Our diversity and inclusion framework spans three pillars: Our People, Our Customers, and Our Community. Within our Community pillar, Kohl's aspires to provide equal access to business opportunities to a diverse supplier base, including minority-owned, women-owned, veteran-owned, LGBT-owned, disability-owned and other diverse suppliers. We aim to drive supplier diversity inclusion across all areas of our business through cultivating and developing new and existing partnerships, advocating for growth and innovation and demonstrating the positive impact to our business. Code: 452210, 448140, 448190, 446199

KROGER CO.

 www.kroger.com
1014 Vine Street
Cincinnati, OH 45249
Tel: 513.762.4872
LeShaun Smedley, Supplier Inclusion Manager

At The Kroger Co. (NYSE: KR), we are Fresh for Everyone™ and dedicated to our Purpose: To Feed the Human Spirit®. We are, across our family of companies, nearly half a million associates who serve over 11 million customers daily through a seamless shopping experience under a variety of banner names. We are committed to creating #ZeroHungerZeroWaste communities by 2025. To learn more about us, visit our newsroom and investor relations site. Code: 722515, 445110, 446120, 424480, 424470



LEAR CORPORATION


www.lear.com
21557 Telegraph Road
Southfield, MI 48033
Tel: 248.447.5141
Barbara Morgan, Purchasing Manager

Lear, a global automotive technology leader in Seating and E-Systems, enables superior in-vehicle experiences for consumers around the world. Our diverse team of talented employees in 39 countries is driven by a commitment to innovation, operational excellence, and sustainability. Lear is Making every drive better™ by providing the technology for safer, smarter, and more comfortable journeys. Lear, headquartered in Southfield, Michigan, serves every major automaker in the world and ranks #166 on the Fortune 500. Further information about Lear is available at lear.com, or follow us on Twitter @LearCorporation.
Code: 336320, 336360

LENOVO


www.lenovo.com
8001 Development Drive
Morrisville, NC 27560
Tel: 919.908.5748
Jonathan Wilkins, Program Manager, Supplier Diversity

Lenovo is an international technology company that produces hardware and software solutions. Lenovo is Fortune Global 500 company, with more than 57K employees and operates in 180 markets around the world.
Code: 334111

LOWE'S COMAPNIES INC

www.lowes.com
1000 Lowe's Boulevard
 Mooresville, NC 28117
Tel: 704.852.1000
Joyce Jonnet, Supplier Diversity Sr. Analyst

Home Improvement
Code: 444110

MACY'S INC


www.macys.com
151 West 34th Street
New York, NY 10001
Tel: 646.342.8889
Diana Pon, Senior Principal

Macy's, Inc. is one of the nation's premier omni-channel fashion retailers. The company comprises three retail brands, Macy's, Bloomingdale's and Bluemercury. Macy's, Inc. is headquartered in New York, New York. With a national stores footprint, robust e-commerce business and rich mobile experience, our customers can shop the way they live - any-time and through any channel.
Code: 452111

MANPOWERGROUP


www.manpowergroup.com
100 Manpower Place
Milwaukee, WI 53212
Tel: 414.559.0057
Jasmine Johnson, Supplier Diversity Director

ManpowerGroup: A Suite of Innovative Workforce Solutions. Our comprehensive family of brands address the complex workforce challenges organizations face today, from contingent and permanent staffing to talent management, outsourcing, and talent development. We deliver the solutions that drive your business forward.
Code: 561311, 561320, 561110, 541511, 518210

MEDTRONIC


www.medtronic.com
710 Medtronic Parkway
Minneapolis, MN 55432
Tel: 763.505.8564
John Taylor, Director, Supplier Diversity

As a global leader in medical technology, we improve the lives and health of millions of people each year— with our innovative therapies, services, and solutions. Making health-care better is our priority, and we believe medical technology can play an even greater role in improving people's lives.

With challenges facing families and healthcare systems — such as rising costs, aging populations, and the burden of chronic disease — we are using the power of technology to take healthcare Further, Together. Innovation and collaboration are central to who we are. Since the late 1940s, we have been working with others to alleviate pain, restore health, and extend life.

Today, we are a medical technology leader, employing more than 84,000 people worldwide, and offering therapies and solutions that enable greater efficiency, access, and value — for healthcare systems, providers, and the people they serve. Learn more at www.Medtronic.com
Code: 339112, 339113, 423450, 811310, 423430

MERCK


www.merck.com
1 Merck Drive
Whitehouse Station, NJ 08889
Tel: 908.423.2264
Andrea Arce, Associate Specialist

For more than a century, Merck has been inventing for life, bringing forward medicines and vaccines for many of the world's most challenging diseases.

Today, Merck continues to be at the forefront of research to deliver innovative health solutions and advance the prevention and treatment of diseases that threaten people and animals around the world.

Economic Inclusion & Supplier Diversity (E&SD) is the epicenter of Merck's diverse and inclusive procurement practices. As a premier research-intensive biopharmaceutical company, we create economic opportunities for underrepresented communities by procuring products and services from minority-, women-, veteran-, lesbian, gay, bisexual and transgender (LGBT), and disability-owned enterprises. EI & SD is a driver of growth, innovation, and our successes strengthen Merck's competitive advantage. Our investment and development in diverse suppliers yield economic impact, job creation, and advanced products.
Code: 325412



METLIFE



www.metlife.com
501 Route 22
Bridgewater, NJ 08807
Tel: 908.635.4323
Sue Darago, Supplier Inclusion & Development

With 152 years of experience, the MetLife companies are a leading innovator and a recognized leader in protection planning and retirement and savings solutions around the world. We have established a strong presence in more than 40 markets globally through organic growth, acquisitions, joint ventures and other partnerships.

We are strengthening our global brand by extending core products and competencies to markets around the world – an important driver of growth for the enterprise. Around the world, the MetLife companies offer life, accident and health insurance, retirement and savings products through agents, third-party distributors such as banks and brokers, and direct marketing channels.

We work with families, corporations and governments to provide them with solutions that offer financial guarantees in their lives. Our name is recognized and trusted by tens of millions of customers worldwide, and we serve more than 90 of the top 100 FORTUNE 500® companies in the United States.

We have the experience, global resources and vision to provide financial certainties for an uncertain world.
Code: 524113

MGM RESORTS INTERNATIONAL



www.mgmresorts.com
950 Grier Drive
Las Vegas, NV 89119
Tel: 702.692.1077
Angela Freeman, Manager, Supplier Diversity

As a leader in the hospitality and entertainment industry, MGM Resorts believes Supplier Diversity is an integral part of our corporate culture and a vital element of our success. The inclusion of diverse suppliers in the commerce of our supply chain is a major priority in our global procurement program. Our objective is to provide business opportunities that promote our strategic objectives of innovation, quality, and price competition. This provides diverse enterprises with economic opportunity, access to developmental guidance, capacity-building experience, and the potential for repeat business-critical to growth. Our Global Procurement team seeks qualified, competitive and diverse businesses to provide goods and services. We partner with businesses owned by ethnically diverse, women, LGBTQ, veterans, and disabled persons. Additionally, we require our Prime suppliers to utilize diverse businesses in their procurement processes and to report their results to us annually. If you have questions, reach out to us directly at supplierdiversity@mgmresorts.com.
Code: 721112

MONDELEZ INTERNATIONAL, INC.

www.mondelez.com
100 Deforest Avenue
East Hanover, NJ 07936
Tel: 973.503.3008
Frank Thompson, Associate Director, Procurement – Supplier Diversity & Compliance

Mondelez International empowers people to snack right in over 150 countries around the world. We're leading the future of snacking with iconic global and local brands such as Oreo, belVita and LU biscuits; Cadbury Dairy Milk, Milka and Toblerone chocolate; Sour Patch Kids candy and Trident gum.
Code: 311513

NATIONAL CREDIT UNION ADMINISTRATION

www.ncua.gov
1775 Duke Street
Alexandria, VA 22314
Tel: 703.548.2628
Cynthia Rios, Supplier Diversity Program Manager

Created by the U.S. Congress in 1970, the National Credit Union Administration is an independent federal agency that insures deposits at federally insured credit unions, protects the members who own credit unions, and charters and regulates federal credit unions.
Code: 522110

NATIONAL GRID

www.nationalgrid.com
175 E Old Country Road, 1st Floor
Hicksville, NY 11801
Tel: 646.309.6345
Fleur Callender, Senior Specialist

National Grid, an international electric and gas delivery company, is one of the largest public -owned energy companies in the world. We are responsible for delivering gas and electricity in an efficient, safe and reliable manner to millions of people across Great Britain and the northeastern United States. We believe that the success of our company depends on our vibrant partnerships with experienced and capable small and diverse firms.
Code: 221121

NISSAN NORTH AMERICA, INC.



www.nissan.com
One Nissan Way
Franklin, TN 37067
Tel: 615.725.5962
Marcella McCullough, Senior Manager

In North America, Nissan's operations include automotive styling, engineering, consumer and corporate financing, sales and marketing, distribution and manufacturing. Nissan is dedicated to improving the environment under the Nissan Green Program and has been recognized annually by the U.S Environmental Protection Agency as an ENERGY STAR® Partner of the Year since 2010. For more information about our products, services and commitment to sustainable mobility, visit nissanusa.com. You can also follow us on Facebook, Instagram, Twitter and LinkedIn and see all our latest videos on YouTube.
Code: 336111

OFFICE DEPOT, LLC



www.officedepot.com
6600 North Military Trail
Boca Raton, FL 33496
Tel: 561.438.7965
Carmen Deale, Supplier Diversity Program Manager

Office Depot was founded in South Florida more than 30 years ago and is currently headquartered in Boca Raton. Historically, Office Depot has been known as a retail company that focused on office supplies. CEO Gerry Smith joined the company in January 2017 with a vision to transform the business to an integrated B2B distribution platform, offering our customers more than just office products.

The company's multi-year transformation strategy is rooted in strengthening our B2B business, developing more predictable revenue streams and leveraging our assets to drive long-term profitable growth. Today, we are a leading provider of business services, products and digital workplace technology solutions to small, medium and enterprise businesses. Our powerful ecosystem is the driving force behind the company and foundation of our B2B platform. At the heart of the ecosystem is our expansive supply chain and distribution network, global sourcing capabilities and multiple routes to market – including approximately 1,200 stores, an online presence, and thousands of dedicated sales and technology service professionals.
Code: 453210

PACIFIC GAS AND ELECTRIC COMPANY



www.pge.com
245 Market Street
San Francisco, CA 94105
Tel: 415.385.2569
Lili Kwan, Manager, Supply Chain Responsibility

Pacific Gas and Electric Company, a subsidiary of PG&E Corporation (NYSE:PCG), is one of the largest combined natural gas and electric energy companies in the United States. Based in San Francisco, with more than 23,000 employees, the company delivers some of the nation's cleanest energy to nearly 16 million people in Northern and Central California. For more information, visit pge.com and pge.com/news.
Code: 221118



PENN NATIONAL GAMING



www.pngaming.com
825 Berkshire Boulevard
Wyomissing, PA 19610
Tel: 610.373.2400
Drew Misher, Vice President of Procurement

Penn National Gaming owns, operates or has ownership interests in 41 gaming and racing properties in 19 states and video gaming terminal operations with a focus on slot machine entertainment. We also offer live sports betting at our properties in Indiana, Iowa, Michigan, Mississippi, Pennsylvania and West Virginia. The Company will soon launch its Barstool Sports book app and products, allowing it to leverage the Barstool brand and marketing engine to drive meaningful market share, as the product is introduced across our leading customer loyalty program, mychoice, with 20 million casino customers and Barstool's audience of over 66 million loyal fans. In total, Penn National's properties feature approximately 50,000 gaming machines, 1,300 table games and 8,800 hotel rooms. In addition, the Company operates an interactive gaming division through its subsidiary, Penn Interactive Ventures, LLC, which launched iCasino in Pennsylvania and, through strategic partnerships, operates online sports betting in Indiana, Pennsylvania and West Virginia.

Code: 721120, 711212

PEPSICO, INC



www.pepsico.com
700 Anderson Hill Road
Purchase, NY 10577
Tel: 914.253.2000
Paige Adams, Senior Manager, Supplier Diversity

PepsiCo offers the largest portfolio of billion-dollar food and beverage brands in the world, including 22 different product lines that each generates more than \$1 billion in annual retail sales.

Code: 311999

PFIZER INC.



www.pfizer.com
100 Route 206 North Pfizer Way
Peapack, NJ 07977
Tel: 973.902.1662
Ellen Jameson, Director

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Code: 325412

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Tel: 626.302.9955
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www.southernco.com
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Tel: 309.766.5788
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Code: 561110

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www.unilever.com
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Englewood Cliffs, NJ 07632
Tel: 617.992.5500
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Code: 312111

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Code: 221112, 237990

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Pharmacy Retail Healthcare Organization
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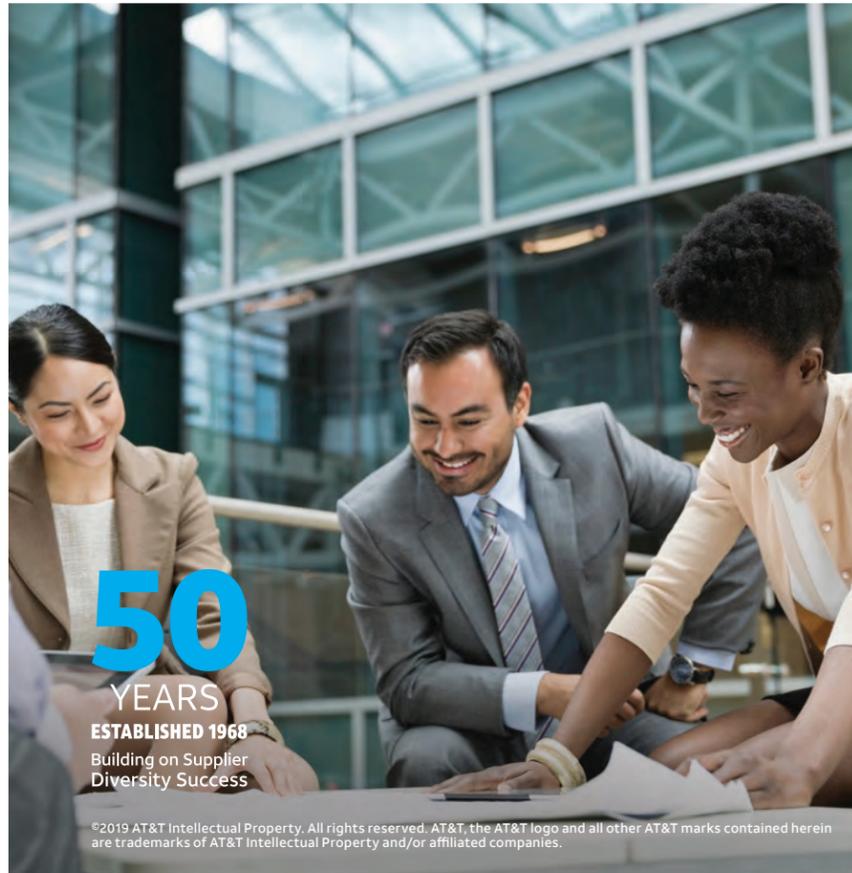
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Tel: 678.468.7410
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Code: 561311, 561330

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Tel: 678.687.2048
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Code: 541511, 541512, 541513, 541519

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Code: 561320, 541512, 541511, 511210

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Emmett Walker, President & CEO

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Code: 488510, 493110, 541614, 561910, 425120

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 Code: 561920, 541850, 238390, 493110

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Code: 332710, 332999, 332721, 333239, 333241

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Code: 541511, 541512, 541519, 541612, 561330

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Code: 541611, 523210

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Atul Vir, President

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FLENTEK SOLUTIONS, INC.

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Joseph Lewis, President & CEO

FlenTek Solutions, Inc (www.flentek.net) is an ISO 9001:2015 Certified Company who works closely with OEM's in developing and delivering solutions that make a difference in their products profitability, feature set, and customer acceptance. For the last 15 years, we have supplied a wide range of products that are "Designed In" or used as replacements parts for the military, ground support equipment, mining, construction, marine, material handling, food processing, appliance, beverage delivery, ATV's, and golf industries. These components are: •AC or DC Motor Controllers - used in applications with battery supply voltages from 24 to 144 volts •Custom Software for AC Motor Controllers - application specific software solutions that includes specific features tailored for the specific components on the OEM's vehicle. •Motors - full line of AC induction, DC, and PMAC motors for traction and pump applications •Instrumentation - full line of displays to show the state of charge of the battery, hours of operation, speed of the vehicle •Contactors - critical system component to control turning on or off power, switch over motors, or to be able to have an emergency disconnect •Machine Safety Switches - full line of stainless-steel contact and non-contact Interlock switches to cope with the rigorous demands of the food, beverage and pharmaceutical environments •Sensors, Encoders, and Foot pedals - wide range of Encoders, LiDAR Sensors, Proximity Sensors, Throttles, and Foot Pedals •Pressure and Vacuum Switches - wide range of vacuum, pressure, and differential switches •Color and Appearance Products - complete range of products that are used by quality professionals to compare and measure the color and appearance of your products. We have over 60 years of combined operational experience serving Fortune 500 companies in the roles of sales, product marketing, operations, and product support.
Code: 334519, 335314, 423440



FRAKTL DIGITAL INC.

www.fraktl.digital
3833 N. Clark Street
Chicago, IL 60613
Tel: 847.977.9340
Daniel Hahm, President

Fraktl Digital is a full service Digital Transformation Consulting Organization. We have practices and experiences ranging from Custom Software Development for Startups and Fortune 500 Corporations, Network Systems Design and Setup, Digital Marketing in both Social Media and SEO, Project Management both technically and non-technically, and recently have begun moving into the Process Automation Systems Integration space. Our personnel and leadership have over 35 years of experience in Information Systems, Software and Product Management and Development. As a recently certified MBE organization, we are excited to offer our expertise and services to those that believe in empowering more minority owned businesses in the technology space. Code: 541511, 541613, 541512

GREENFIRE MANAGEMENT SERVICES

www.greenfire.com
3215 W. State Street, Suite 200
Milwaukee, WI 53208
Tel: 414.290.9400
Kip Ritchie, President

Greenfire Management Services, LLC is a construction company with two locations in Milwaukee and Wausau, Wisconsin. Founded in 2010, Greenfire is a wholly owned company of the Potawatomi Business Development Corporation, the investment arm of the Forest County Potawatomi Community, and as such, maintains minority contractor status. We are a reputable, local builder that provides innovative construction services backed by a corporate commitment to total quality management. As our core offering, we serve as an extension of the owner's team – from early conceptual planning through project completion. Our services are tailored to fit the size and complexity of any project helping to optimize value. We operate with transparency and trust and competitively bid all our work to ensure highest value on the project, and for the client. The efforts of all our project team members are skillfully coordinated and managed so that the project budget, schedule, and quality are always on track. Code: 236116, 236210, 236220, 531390

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www.hiretalent.com
115 W. 30th Street, Suite 705
New York, New York 10001
Tel: 203.671.3812
Ashish Kaushal, President

HireTalent, is a minority certified staffing organization which provides executive search, specialty staffing solutions to vendor neutral MSP / VMS clients, staffing services, diversity recruiting solutions, payrolling services. We also founded a non profit called Consciously Unbiased to help promote and accelerate diversity in the workforce. Consciously Unbiased also provides diversity training services and is a Managed Service Provider for temp labor programs. Code: 541512, 541513, 541612

HJI SUPPLY CHAIN SOLUTIONS

www.hjisolutions.com
13200 Complete Court
Louisville, KY 40059
Tel: 502.638.8064
Lynn Moore, CEO & Founder

HJI Supply Chain Solutions (HJI) is a family owned, Minority and Woman-owned business established in 1994 and is headquartered in Louisville, KY. HJI employs over 200 team members operating out of 5 locations in Kentucky and Tennessee. We are a single source provider of supply chain solutions. The industries served by HJI include: Automotive, Consumer Goods, Healthcare/Medical, Food & Beverage, Retail and Manufacturing. Some of the Order Fulfillment and Value-Added Services provided include: Warehousing, Pick/Pack/Ship B2B and B2C Orders, E-Commerce, Omni Channel Order Fulfillment, OMS and WMS with Track/Trace, Contract Packaging, Kitting, Assembly and Reverse Logistics. HJI's Manufacturing Support Services include: Assembly Solutions, Sequencing (In Line Vehicle Sequencing and Just-in-time Broadcast), Line-side Presentation, Returnable Container Management and Repair, Contract Warehousing, Rework, Quality Control, Sorting and Managed Transportation Solutions. With integrity, diversity, leadership, commitment, teamwork and accountability, HJI exists to enrich the lives of our people, our community, and provide peace of mind for our customers. Code: 488991, 493190, 541614, 561910

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Tel: 877-743-8423
Pam Isom, President & CEO

Full-service Health and Safety company provide safety training, equipment and services including CPR, First Aid, Fire Extinguisher, Active Shooter, ERT, MERT, CERT and Floor Warden Disaster Preparedness training and forklift training. Safety products and supplies including Automated External Defibrillators, First Aid Kits, H1N1 products, Disaster Kits, Trauma Bags, Hard Hats, Personal Protective Equipment and hearing and eye protection. Code: 423990, 446199, 541690, 611699, 922190

I.T.A., INC.

www.itaoffice.com
150 Pierce Road, Suite 550
Itasca, IL 60143
Tel: 847.364.1121
Shinichiro Kishioka, President

ITA Inc. is an Illinois-based, Minority Business Enterprise (MBE), unique company and provides a broad range of Industrial FA and MRO/products Distribution, Technology solutions, Sales Marketing and Business Consulting to many Japanese transplants in the USA (North America) and Japan supporting both inbound and outbound sales. ITA also offers engineering and market research services, utilizing their unique know-how and vast networks in 40 years of corporate history. Relationships with the customers often expand to resell and/or export/import of American/Japanese technologies and products. We collaborate and partner with many companies to facilitate our goals. On top of the above businesses, we are constantly creating & adding platforms by forming great partnerships to source effectively, create sales channels in the US and Asia. We have access to 400,000 Japanese manufacturers in Japan, as well as our partner source from 3,000 companies for the distribution of industrial products. We export and import not only the Industrial Products but also Wellness, Medical and Health Care, Printing, Construction Equipment, Packaging, Specialty Robots, Chemical/Specialty Materials, etc. Regularly, we introduce our clients to unique products by sending out the samples. If you have any unique products in security, printing / labeling and entertainment industry, please contact us! Code: 423990, 541611

IDEAL GROUP, THE

www.weareideal.com
2525 Clark Street
Detroit, MI 48209
Tel: 313.843.8000
Frank Venegas, President

The Ideal Group, Inc., a family-owned and operated business conglomerate is headquartered in Southwest Detroit with an additional location in Howell, Michigan and offices in Florida and Arizona. The Ideal Group consists of six companies with approximately 500 employees and sales approaching \$300 million. All focus on delivering innovative solutions, as well as providing maximum value in construction services, manufacturing, and indirect material management. Frank Venegas, Chairman and CEO founded his first company in 1979. Today, the Ideal Group of companies include Ideal Contracting (general contractor and construction), Ideal Shield (facility maintenance and protection products), Ideal Setech (global supply chain management), Ideal Setech Share-the-Spare (centralized storage and on-demand machinery part distributor), Ideal Steel (steel fabricator), and Ideal Surplus (MRO material sales). For more information on Ideal, visit www.weareideal.com. Code: 236210, 236220, 326199, 332313



IDEPO REPORTERS

www.ideporeporters.com
898 N Pacific Coast Highway, Suite 475
El Segundo, CA 90245
Tel: 323.393.3768/808.664.6677
Irene Nakamura, President

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Code: 561320, 561492

INNOVER

www.innoverdigital.com
221 Roswell Street, Suite #172
Alpharetta, GA 30009
Tel: 678.438.0195
Sachini Alug, Chief Executive Officer

Innover is an Atlanta based technology & process digitization company - transforming Service & Supply value-chains for our customers. We provide end to end digital transformation solutions to drive business outcomes and build intelligent enterprises of the future. We have a growing talent pool of 1,000+ consultants globally catering to Fortune 1,000 enterprises across different industries. Our broad range of services include Business Process Digitization, Digital Experiences, Advanced Analytics and Digital Applications. Innover has an unyielding focus solving business problems leveraging digital technologies.
Code: 518210, 541511, 541512, 541519, 541690

INTELLIBEE INC.

www.intellibee.com
24001 Orchard Lake Road, Suite 180B
Farmington, MI 48336
Tel: 313.586.4122
Prasad Beesabathuni, President

IntelliBee has state-of-the-art engineering centers located in the Southfield and San Francisco. IntelliBee develops projects for its clients in government, health care, auto, and finance industries using cloud platforms using prototype driven agile methodologies. We have a 360 Degree relationship with salesforce and we a Salesforce Consulting and ISV Partner. We provide Salesforce platform projects, Strategy and roadmaps, Lightning upgrades, Salesforce configuration and customizations, Website development, Mobile applications and ERP implementation. Our products are built on top of robust salesforce platform IntellijMS: our 100% cloud-based Jury Management systems help courts to manage the jury with very minimal internal IT investments. IntelliFIT is a IoT health product that offers doctors offices and hospitals to manage and monitor theIntelliBee is a global Information Technology services firm that provides enterprise integration services. IntelliBee offers services in the Information Technology areas of cloud computing, wearables, IoT, mobile application development and analytics in big data. We specialize in Products, Consulting Services, and Professional Services. We are a National Minority Development Council certified member with extensive Government, Healthcare and Manufacturing domain.
Code: 511210, 518210, 541511, 541512, 541519

KOKIOSOFT, LLC

www.kokiosoft.com
50 Dow Avenue
Iselin, NJ 08830
Tel: 732.429.0655
Thambu Sethuraman, President

Computer system integrator (ERP oracle, EBS, peoplesoft, SAP s4 hana) and enable digital and cloud solutions (IOT, FINTECH), Intelligent automation (RPA, BPM tools)
Code: 541511, 541512, 541519

LANCESOFT, INC

www.lancesoft.com
13454 Sunrise Valley Drive, Suite 120
Herndon, VA 20171
Tel: 646.408.2662
Divya Gandhi, President

LanceSoft is NMSDC & CAMSC certified Women Owned Minority End to End workforce solutions based our of Herndon,VA with offices across the country. We also have a physical presence in Canada, UK, Ireland, Mexico, India, Singapore, Philippines, Malaysia, Poland, Australia and UAE with 3800+ contractors globally. LanceSoft is a 150 million dollar company with 650+ recruiters globally.

LanceSoft is vertically aligned and has created independent business units within that support all categories from IT(Cyber security, AI, VR, Data Sciences, Java Full stack, J nodes, Ruby on rails, ADM, high growth technologies), Creative Digital Marketing, professional, admin, Non-IT, R&D, Engineering, Chip design, embedded engineering . We support our customers with their Contingent, Full time and SOW engagements.
Code: 541214, 541613, 541990, 561311, 561320

LATITUDE PRIME

www.latitudeprime.com
80 South 8th Street, Suite 900
Minneapolis, MN 55402
Tel: 888.341.9080
Elle Jahansouz, CEO & President

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Code: 541930, 541990, 561410



MACARTHUR CORPORATION

www.macarthurcorp.com
3190 Tri Park Drive
Grand Blanc, MI 48439
Tel: 810.606.1777
Christie Wong Barrett, CEO

MacArthur Corporation is a world class manufacturer of innovative labels, tags, decals and functional film components for mobility, electronics, health technology, industrial and consumer goods sectors.

For over 50 years, MacArthur (has engineered flexible solutions for many of the largest global brands. Our customers include global 500 corporations and their leading Tier 1 supply chain partners.

We utilize value-driven design to optimize cost and help customers remain competitive. We integrate advanced technologies including RFID, Anti-Microbial Coatings, Flexible Electronics and RFID, Anti-Counterfeit, and Tamper Evidence for enhanced product features and performance.

MacArthur Corporation is a certified minority business enterprise, certified women's business enterprise, and certified women owned small business. We believe that diversity and inclusion strengthens our organization by enabling us to better understand our customers' needs and by bringing together different perspectives that stretch our thinking and yield better solutions.
Code: 322220, 322299, 323111, 339991, 541614

MBN USA



www.mbnusa.biz
2150 South Central Expressway, Suite 200
McKinney, TX 75070
Tel: 214.369.3200
Don McKneely, Chief Customer Officer

Minority Business News is a national, award-winning print and digital publication, promoting supplier diversity and inclusion for minority-owned businesses and corporate partnerships. MBN USA was founded in 1988 when founder and CEO Don McKneely recognized the need for a news source to tell the powerful stories of MBEs and the corporations that support them. Since its inception, MBN USA has received numerous awards for its work in MBE supplier diversity development. These include being recognized by the U.S. Department of Commerce Small Business Administration (SBA) and being named the National Supplier of the Year by the National Minority Supplier Development Council (NMSDC). Our Mission: MBN USA's mission is to promote the value of minority business development and recognize corporate supplier diversity success. Visit Us: www.mbnusa.biz
Code: 511120

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Code: 332116, 332322, 423510

NEXT GLOBAL LOGISTICS

www.nxglogistics.com
Tel: 512.774.5838
Valesco Raymond, President

Next Global Logistics is a licensed Freight Brokerage Boutique Firm, helping retailers and brands connect with customers, optimize operations and grow sales channels. With constant innovation and leading technologies, we're here to connect your products to wherever you want them to go.
Code: 483111, 488510, 541614

NEXT LEVEL BUSINESS SERVICES

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Tel: 678.438.0195
Sachin Alug, President

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Code: 541612, 541618, 561311, 561320, 561330

NEXUS PHARMACEUTICALS



www.nexuspharma.net
400 Knightsbridge Parkway
Lincolnshire, IL 60069
Tel: 847.996.3790
Mariam Darsot, President & CEO

As a woman-owned, minority-owned company, Nexus Pharmaceuticals aims to be a leader of specialty and generic injectables, ensuring that dependable treatment options are available when and where they're needed most. We specialize in innovative processes to make difficult-to-manufacture drugs that are easier to use, less labor-intensive, and more streamlined in practice.

Our headquarters are located in Lincolnshire, Illinois and feature a state-of-the-art research and development laboratory. We are also in the process of building Project Tomorrow - a manufacturing site in Pleasant Prairie, Wisconsin and the only project of its kind in the sterile injectables industry in the last 30 years.
Code: 325411

POSTAL CENTER INTERNATIONAL, INC.

www.surfpci.com
2965 W. Corporate Lakes Boulevard
Weston, FL 33331
Tel: 954.321.5644
Arturo Echarte, Owner

Postal Center International seamlessly powers and connects enterprise clients to premier solutions with a single point of contact and accountability across our family of brands. As the power behind the powerhouse, we serve as a full-service print, mail and marketing partner, acting as an avenue to a full suite of services that deliver success across consumer segments and industry verticals. We combine the expertise of each of our companies with the scale required to drive our clients' business forward, creating leading strategies and powerful ideas that keep their brands efficient and relevant. Together, our family of brands is purpose-driven, performance-focused and principles-led and our collective work is punctuated by continuous disruption, rapid technological innovations and a relentless focus on our clients - always.
Code: 323111, 541860, 323117

Printing and related support activities.
Code: 323111, 561439



PRODEW, INC.

www.prodeiw.com
1359 Gresham Road
Marietta, GA 30062
Tel: 770.420.3060
Shakeel Merchant, President & Chief Executive Officer

Prodeiw has over 35 years of experience in the design, manufacturing and sales of misting and humidity equipment for the retail and post-harvest industries. We are dedicated to manufacturing the highest quality products at the most competitive prices.

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Code: 333241

REAL INTELLIGENCE GROUP/DREAMEX.COM

www.reteligence.com
1203 Jimson Circle SE, Suite 501
Atlanta, GA 30013
Tel: 803.577.4014
Bill Ellison, President

The Dream Exchange will become a new stock exchange that will focus on small business capital formation and diversity using the power of the American investing public. Once open, this new stock exchange will allow investors to empower innovators and emerging businesses in a way that has never been done before. While many reasons are given for economic growth or decay in the US, the fact remains that 92% of all jobs are created after a company's initial public offering - yet only 1% of all companies are publicly traded. Dream Exchange's goal is to create a space where the general investing public is allowed to invest in small and emerging businesses at the early stage, generating an opportunity for wealth creation in the US in a more diverse and liquid platform through the American capital markets.
Code: 517311, 541512

RSLs CORPORATION DBA SIGNARAMA-SHELBYTWP

www.signarama-shelbytwp.com
51053 Celeste Drive
Shelbytwp, MI 48315
Tel: 586.843.3702
Russell Carter, President

Signarama Shelby is a full-service sign and graphics MBE supplier that specializes in 5S, Lean and continuous improvement supplies. We make custom 5S Boards and kits for metric tracking and operational management. We produce dry erase boards and shadow boards both mobile and wall mounted. We produce wall graphics, interior and exterior signage and banners. In addition, we produce laser cut and engraved signs and products such as laser engraved machine tags, data plates and laser cut acrylic wall signs. We also produce and install vehicle wraps, vinyl labels and decals.
Code: 339950

SHAY LATTE COFFEE

www.ShayLatteCoffee.com
245 North Highland Ave NE, Suite 230-129
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Tel: 1.888.92.LATTE
Shayla McNair, Founder

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Code: 311920, 424490, 445299, 454110, 722310

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Code: 323111, 339950, 453998, 541850, 541890

SOFTWARE PROFESSIONALS INC

www.spius.net
1029 Long Prairie Road
Flower Mound, TX 75022
Tel: 214.912.0217
Reena Batra, CEO

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Code: 511210, 541511, 541512, 541519

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Tel: 803.269.1372
Darren Martin, Chairman & CEO

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Code: 541613, 541810, 541850, 541870, 541910

SYSTEMART, LLC

www.systemart.com
140 Littleton Road, Suite 303
Parsippany, NJ 07054
Tel: 973.917.4848
Nitin Shah, President

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Code: 541219, 541512

TA DIGITAL

www.tadigital.com
5600 Mowry School Rd., Suite 220
Newark, NC 60604
Tel: 847.331.6244
Rajiv Rohmetra, CEO & Co-Founder

TA Digital is the digital transformation agency that delivers exceptional user experiences using industry leading platforms and data-driven methodologies. We are a certified Minority Business Enterprise with expertise in transforming traditional businesses into digital enterprises by focusing on data, customer-centricity and exponential ROI.
Code: 451511, 5112, 5414, 5416, 541430



TACPOINT, INC.

www.tacpoint.com
577 Airport Boulevard, Suite 450
Burlingame, CA 94010
Tel: 408.202.0398
John Tong, CEO

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Code: 541511, 541430, 541613

TEAM DELEGATE, LLC

www.teamdelegate.com
PO Box 1501
Rockwall, TX 75087
Tel: 972.563.646
Tonya Thomas, Founder & CEO

Team Delegate is a virtual assistant company. We offer remote virtual executive assistant support on a contract basis to CEOs and entrepreneurs.
Code: 561110

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Albert Chen, President

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Code: 22114, 237130, 444190, 522220, 541350

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Richmond, VA 23219
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Code: 512110, 512191, 541613, 541810, 541992

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Walter Morgan, President & CEO

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Code: 424210, 424320, 424330, 424340, 424810

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Code: 322212



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Code: 523900

**CANADIAN ABORIGINAL MINORITY
SUPPLIER COUNCIL (CAMSC)**

www.camsc.ca
282 Richmond Street, East Suite 101
Toronto, ON M5A 1P4
Tel: 416.941.0004
Cassandra Dorrington, President

Canadian Aboriginal & Minority Supplier Council-CAMSC is a non-profit organization established in 2004 to advance the economic strength of Aboriginal and visible minority communities through business development and employment. CAMSC's mission is to facilitate business relationships with Canadian corporations and supplier organizations owned by Aboriginals and minorities. Since its inception, corporate members have spent more than \$5 billion with CAMSC certified Aboriginal and minority-owned businesses and the network continues to grow. Visit www.camsc.ca

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Silver Spring, MD 20901
Tel: 301.593.5860
Sharon Pinder, President & CEO

The Capital Region Minority Supplier Development Council, an affiliate of the National Minority Supplier Development Council (NMSDC), is a non-profit organization dedicated to certifying, connecting, developing and advocating for MBEs.

**CAROLINAS-VIRGINIA MINORITY SUPPLIER
DEVELOPMENT COUNCIL**

www.cvmsdc.org
707 East Main Street, Suite 1375
Charlotte, NC 28269
Tel: 704.549.1000
Dominique Milton, President & CEO

The Carolinas-Virginia Minority Supplier Development Council, an affiliate of the National Minority Supplier Development Council (NMSDC), is a non-profit organization dedicated to certifying, connecting, developing and advocating for MBEs.

CHICAGO MINORITY SUPPLIER DEVELOPMENT COUNCIL

www.chicagomsdc.org
216 W. Jackson Blvd, Suite 600
Chicago, IL 60606
Tel: 312.755.8880
Vince Williams, President & CEO

To create an environment that maximizes business opportunities between buying organization and certified MBEs and provide business development services to foster the creation of mutually beneficial business relationships.

DALLAS/FORT WORTH MSDC

www.dfwmsdc.com
8828 N Stemmons Freeway, Suite 550
Dallas, TX 75247
Tel: 214.630.0747
Margo Posey, President & CEO

The mission of the Dallas/Fort Worth Minority Supplier Development Council is to encourage and facilitate business connections/engagement between its Buying Entity Members and D/FW MSDC certified minority-owned businesses in order to economically develop the communities in which we live, work and play. The Council Snapshot provides a glimpse into the direction, programs and deliverables as a part of the work of the Council.



DIVERSITYCOMM

www.diversitycomm.net
18 Technology Drive
Irvine, CA 92618
Tel: 949.825.5777
Tonya Kinsey, Director of Strategic Partnerships

DiversityComm, Inc. (DCI) is the proud publisher of six nationally recognized diversity focused magazines: Black EOE Journal, HISPANIC Network Magazine, Professional WOMAN's Magazine, U.S. Veterans Magazine, Diversity in STEAM Magazine and DIVERSEability Magazine. Each magazine has its own engaging website, distribution and digital edition. In addition, we publish a bi-monthly e-newsletter that reaches all our readers, subscribers and clients.

EASTERN MINORITY SUPPLIER DEVELOPMENT COUNCIL

www.emsdc.org
2000 Hamilton Street, Suite 308
Philadelphia, PA 19130
Tel: 215.569.1005
Valarie Cofield, President & CEO

The Eastern Minority Supplier Development Council (EMSDC) is an affiliate of the National Minority Supplier Development Council (NMSDC) and one of 23 regional councils across the country with more than 1,750 corporate members and 12,000 certified minority businesses. EMSDC certifies and connects minority-owned businesses throughout Pennsylvania, Southern New Jersey, and Delaware with member corporations who are committed to supplier development and sourcing their products, services and solutions. EMSDC's mission is stimulating and supporting economic development with minority-owned businesses. The council fosters the development of minority business enterprises to better align them with corporations in an effort to initiate growth and opportunity through Supplier Diversity channels.

FLORIDA STATE MINORITY SUPPLIER DEVELOPMENT COUNCIL

www.fsmsdc.org
Tel: 305.762.6151
Beatrice Louissaint, President & CEO

The Florida State Minority Supplier Development Council, an affiliate of the National Minority Supplier Development Council (NMSDC), is a non-profit organization dedicated to certifying, connecting, developing and advocating for MBEs.

HOUSTON MINORITY SUPPLIER DEVELOPMENT COUNCIL

www.hmsdc.org
Three Riverway, Suite 555
Houston, TX 77056
Tel: 713.271.7805
Ingrid Robinson, President

The vision of the Houston Minority Supplier Development Council (HMSDC) is recognized as a model in setting the highest standards of excellence by bringing Corporate Members and Minority Business Enterprises (MBEs) together to create mutual value. The mission of HMSDC is to actively involve its members in efforts that will increase and expand business opportunities and business growth for Minority Business Enterprises and to drive excellence in supplier diversity and supplier development.

MINORITY SUPPLIER DEVELOPMENT UK

www.msduk.org.uk
Tel: 44.777.9255.414
Mayank Shah, President

MSDUK is UK's premier supplier diversity advocacy organization, working with over 50 global corporations to help them develop and be successful in their supplier diversity efforts across the UK and Europe. We certify ethnic minority businesses in the UK and connect them with supply chain opportunities through a range of events, conferences and referral services. Email: mayank@msduk.org.uk or malvika@msduk.org.uk

NATIONAL VETERANS BUSINESS DEVELOPMENT COUNCIL

www.nvbdc.org
325 East Crescent Lane
Detroit, Michigan 48207
Tel: 313.446.6885
Keith King, Founder and Chief Executive Officer

The NVBDC is the leading third party certification organization for service disabled and veteran-owned businesses. We are accepted by most major corporations and adding more every day. If you are a veteran and have your NMSDC certification we offer our "FastTrack" program and can have you certified in as little as 60 days.

NORTH CENTRAL MINORITY SUPPLIER DEVELOPMENT COUNCIL (NCMSDC)

www.northcentralmsdc.net
111 Third Avenue South, Suite 375
Minneapolis, MN 55401
Tel: 414.666.8737
Heather Olson, President & CEO

The NCMSDC's mission is to provide business development services to corporate members and certified MBEs to enhance relationships and maximize business opportunities.

PACIFIC SOUTHWEST MINORITY SUPPLIER DEVELOPMENT COUNCIL

www.pswmsdc.org
2030 W Baseline Road, Suite 182-547
Phoenix, AZ 85041
Tel: 602.495.9950
Patricia Crenshaw, President & CEO

Pacific Southwest Minority Supplier Development Council (PSWMSDC) was established in 1993 as a 501(c)(3) non-profit organization for certifying Minority Business Enterprises (MBEs) and to develop, connect and advocate for supplier inclusion in an organization's supply base. PSWMSDC would not exist for more than 25 years without your support. We are thankful that each supporting sponsor recognizes that supplier diversity and inclusion is important to the growth and culture of every organization. Your company is at the forefront of supplier diversity, not just internally, but in the community as well. Our focus is growth, with expanded service and program offerings, and increased participation by our sponsors and corporate members, all in the aim of assisting our Arizona and San Diego County MBEs develop and grow their businesses. We will continue to strive to coordinate and position our suppliers to have maximum access to procurement opportunities through our strategic partnerships. Normally, we will host four (4) Signature Events. Each event will foster unique opportunities for our sponsors and corporate members to engage new MBEs and forge stronger relationships with current MBEs. The opportunities created, and relationships built, will lend in increasing your diversity-spend with PSWMSDC MBEs, which will continue to fuel your growth and ours.

PUERTO RICO MINORITY SUPPLIER DEVELOPMENT COUNCIL

www.prmsdc.org
PO Box 192410
San Juan, PR 919
Tel: 787.627.7272
Francisco Cabrera, President

The Puerto Rico Minority Supplier Development Council (PRMSDC), Puerto Rico's largest 501(c)(3) organization comprised of 500 Bonafide Minority Business Enterprises (MBEs) and 16 members comprised of multinational corporations based on the island. Additionally, we service 1,450 national, multinational and other buying institutions based in the continental United States. The Council's main objective is to support its members, both established in Puerto Rico and in the United States, to increase purchases to MBE's serving as a link between corporate purchasing operations and the minority business community. We aim to develop programs that maximize the amounts of goods and services purchased from minority businesses in Puerto Rico and the US Virgin Islands. Since 1982, PRMSDC has provided growth opportunities for Minority Business Enterprises (MBEs) of all sizes, reporting a current aggregate revenue above \$4.40B in Puerto Rico. Aerospace, construction, finance, life sciences, medical devices, manufacturing and retail are some of the local industries represented in the PRMSDC. These corporate members report a purchasing capacity of over \$1B in products and services from the minority certified suppliers in our region. The Puerto Rico Council is affiliated to the National Minority Supplier Development Council, represented in the United States by 1,450 corporations and 12,000 Minority Suppliers throughout the United States and its territories or possessions. The organization's objective is to connect the Minority Suppliers with Corporate Buyers for business relationships to increase their sustainability and develop suppliers in alignment with their corporate needs.



SOUTHERN CALIFORNIA MINORITY SUPPLIER DEVELOPMENT COUNCIL (SCMSDC)

www.scmsdc.org
 800 W 6th Street, Suite 850
 Los Angeles, CA 90017
 Tel: 213.689.6960
 Virginia Gomez, President & CEO

The Southern California Minority Supplier Development Council, an affiliate of the National Minority Supplier Development Council (NMSDC), is a non-profit organization

SOUTHWEST MINORITY SUPPLIER DEVELOPMENT COUNCIL

www.smsdc.org
 912 S Highway 183, Suite 205
 Austin, TX 78741
 Tel: 915.433.0612
 Karen Box, President & CEO

The Southwest Minority Supplier Development Council, an affiliate of the National Minority Supplier Development Council (NMSDC), is a non-profit organization dedicated to certifying, connecting, developing and advocating MBEs. Through active leadership & professional education, the SMSDC works with major corporations throughout the United States and MBEs within the Central & Southwest Texas regions, Oklahoma and New Mexico to increase participation in diversity programs.

VETERAN OWNED BUSINESS ROUNDTABLE

www.veteranroundtable.org
 7205 Sterling Ponds Court
 Sterling Heights, MI 48312
 Tel: 586.722.1557
 Roderick Rickman, President

Veteran Owned Business Roundtable provides support for certified veteran-owned businesses. We serve those veteran businesses that have served with training, development, and mentorship.



EXPERIENCE SILICON VALLEY IN ST. LOUIS



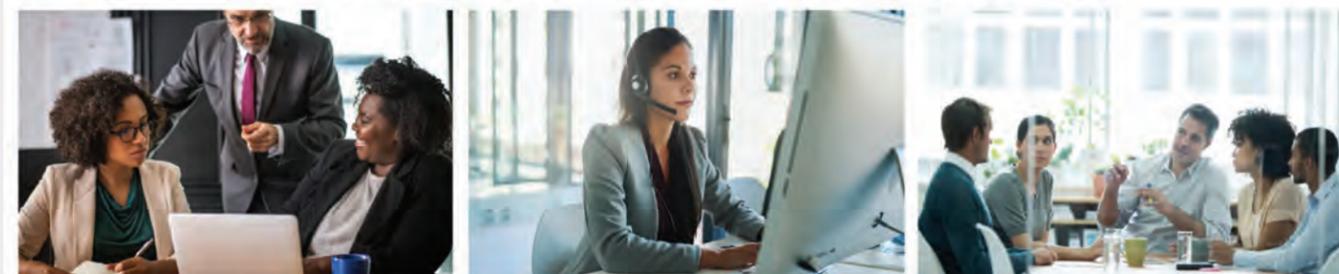
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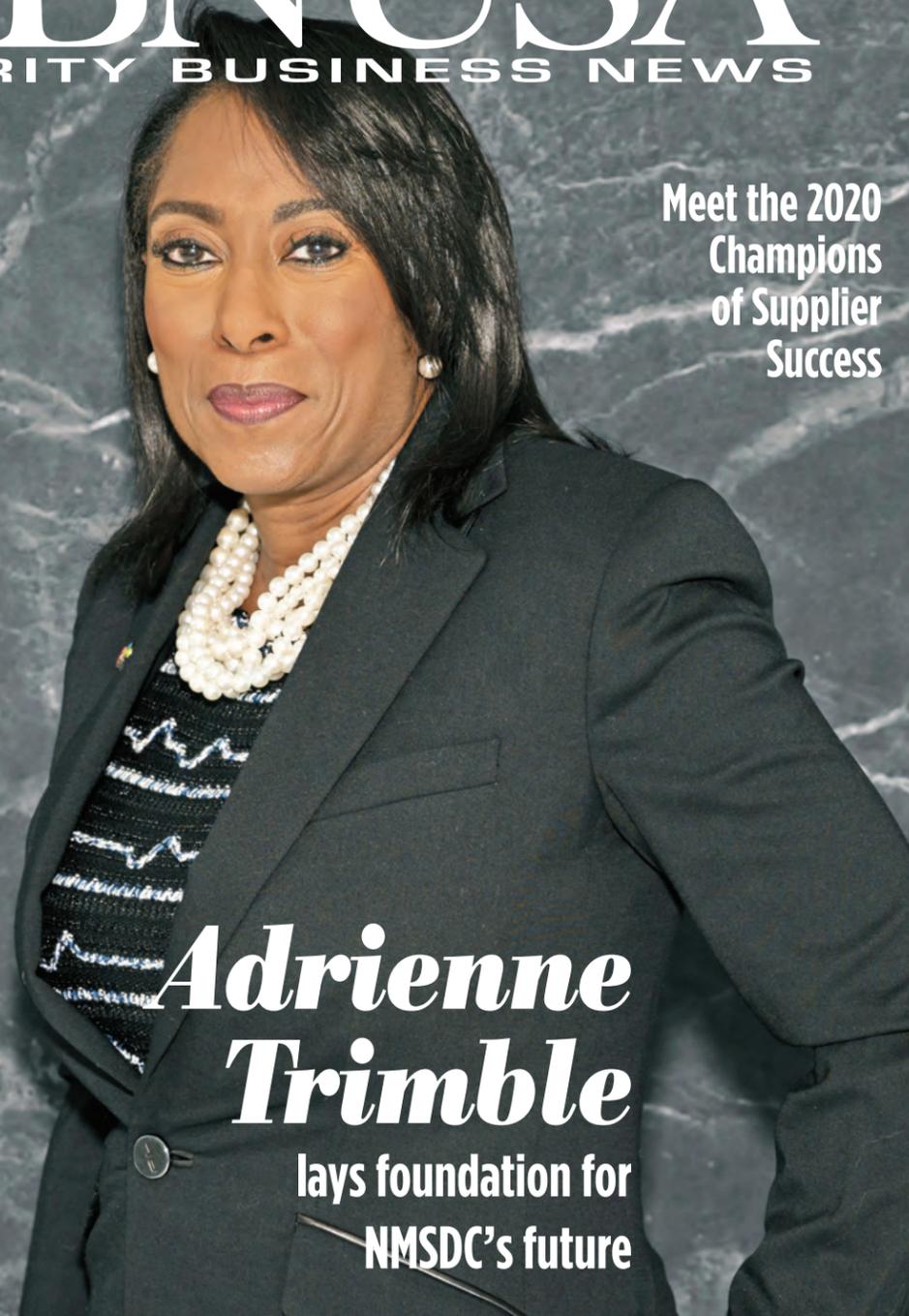
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MINORITY BUSINESS NEWS

Meet the 2020
Champions
of Supplier
Success

Corporate CEOs
stepping up

Native American-
& Veteran-owned
MBEs in the
supply chain



**Adrienne
Trimble**

lays foundation for
NMSDC's future



See Page 25



\$400 BILLION

NMSDC's network generated
400 Billion dollars in Minority
Business Partnerships last year!

Let us connect you to new revenue
opportunities! #MinorityBusiness

Leadership Week
February

**NMSDC Conference and
Business Opportunity Exchange**
October 25-28
Miami, FL

Program Managers' Seminars
July 6

Contact Us!
CorporateRelations@NMSDC.org

NMSDC.org

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19 19275
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19283
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AND GAS EXTRACTION

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213112
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221122
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23 CONSTRUCTION

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236210
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Greenfire Management Services
Ideal Group, The

236220
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311612
Cargill

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Shay Latte Coffee

311999
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MacArthur Corporation

322299
MacArthur Corporation

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332999
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333120
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424320
UBU Holdings

424330
UBU Holdings

424340
UBU Holdings

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51 INFORMATION

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Tilt Creative + Production

541820
Agency54

541840
Walt Disney Company, The (SPONSOR)

541850
21st Century Expo Group
Signs & Lucite Products - Plaques by Azra

541860
Postal Center International, Inc. (PCI)

541870
Streamlined Media & Communications

541890
Signs & Lucite Products - Plaques by Azra

541910
Agency54
Streamlined Media & Communications

541930
Latitude Prime

541990
LanceSoft, Inc
Latitude Prime
T-Mobile USA, Inc. (SPONSOR)

541992
Tilt Creative + Production

55 MANAGEMENT OF COMPANIES AND ENTERPRISES

551111
Fifth Third Bank

56 ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES

561110
ManpowerGroup (SPONSOR)
Team Delegate, LLC
Tyson Foods

561210
ChemicoMays, Inc. (CORPORATE PLUS®)
RFG/MPW Environmental & Facility Services (CORPORATE PLUS®)
Superior Maintenance (CORPORATE PLUS®) (SPONSOR)

561311
ActOne Group (CORPORATE PLUS®), The Artech L.L.C (CORPORATE PLUS®)
Kelly Services, Inc. (SPONSOR)
LanceSoft, Inc
ManpowerGroup (SPONSOR)
Next Level Business Services
Robert Half
Select Source International (CORPORATE PLUS®)

561320
ActOne Group (CORPORATE PLUS®), The Artech L.L.C (CORPORATE PLUS®)
Ideal Group, The
Kelly Services, Inc. (SPONSOR)
LanceSoft, Inc
ManpowerGroup (SPONSOR)
Next Level Business Services
Procter & Gamble Company, The (SPONSOR)
Softpath System LLC (CORPORATE PLUS®) (SPONSOR)
VDart (CORPORATE PLUS®)

561330
Charter Global
Next Level Business Services
Select Source International (CORPORATE PLUS®)

561331
Pyramid Consulting, Inc. (CORPORATE PLUS®) (SPONSOR)

561410
Latitude Prime

561422
International Business Machine (SPONSOR)
T-Mobile USA, Inc. (SPONSOR)

561439
Postal Center International, Inc.

561492
Ideal Group, The

561611
Crimcheck

561612
JPMorgan Chase (SPONSOR)

561720
Superior Maintenance (CORPORATE PLUS®) (SPONSOR)

561910
Baxter Healthcare Corporation (SPONSOR)
HJI Supply Chain Solutions
Walker SCM, LLC (CORPORATE PLUS®)

561920
21st Century Expo Group
International Business Machine (SPONSOR)

561990
RFG/MPW Environmental & Facility Services (CORPORATE PLUS®)



562111
RFG/MPW Environmental & Facility Services (CORPORATE PLUS®)

562119
RFG/MPW Environmental & Facility Services (CORPORATE PLUS®)

6060399
American Family Insurance (SPONSOR)

61 EDUCATIONAL SERVICES

611420
Pyramid Consulting, Inc. (CORPORATE PLUS®) (SPONSOR)

611699
ICE Safety Solutions

62 HEALTH CARE AND SOCIAL ASSISTANCE

621999
Kaiser Permanente (SPONSOR)

71 ARTS, ENTERTAINMENT, AND RECREATION

711212
Penn National Gaming (SPONSOR)

713940
Corporate Fitness Works

72 ACCOMMODATION AND FOOD SERVICES

721110
MGM Resorts International

721112
MGM Resorts International (SPONSOR)

721120
Penn National Gaming (SPONSOR)

722310
Shay Latte Coffee
Thompson Hospitality (CORPORATE PLUS®)

722515
Kroger Co. (SPONSOR)

81 OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION)

811111
Volkswagen Group of America (SPONSOR)

811212
World Wide Technology (CORPORATE PLUS®) (SPONSOR)

811213
Petrochemical and Energy Corporation

811310
Caesars Entertainment (SPONSOR)
ExxonMobil (SPONSOR)
Medtronic (SPONSOR)

811411
Arizona Public Service (SPONSOR)

92 PUBLIC ADMINISTRATION

921191
Colorado State Purchasing and Contracts Office

922190
ICE Safety Solutions

923130
Caesars Entertainment (SPONSOR)

926130
Salt River Project (SRP) (SPONSOR)

221122
Centuri Group Inc.
DTE Energy (SPONSOR)
Duke Energy Corporation
Salt River Project (SRP) (SPONSOR)
Southern California Edison (SPONSOR)
WEC Energy Group

221210
DTE Energy (SPONSOR)
Southern Company (SPONSOR)

23 CONSTRUCTION

236116
Greenfire Management Services

236210
CIC Construction
Greenfire Management Services
Ideal Group, The

236220
Capital One (SPONSOR)
CIC Construction
Ideal Group, The
Siemens Corporation
Turner Construction

237120
Centuri Group Inc.

237130
Telamon Enterprise Ventures

237990
Fluor Corporation
Vistra Corp.
Walt Disney Company, The (SPONSOR)

238210
Arizona Public Service
Kellogg Company (SPONSOR)

238220
Shell Oil Company (SPONSOR)
Superior Maintenance (CORPORATE PLUS®) (SPONSOR)

238390
21st Century Expo Group

238910
Arizona Public Service (SPONSOR)
Dakota Matting and Environmental Solutions
Shell Oil Company (SPONSOR)

311513
Mondelez International, Inc.

311612
Cargill

311911
Exim Bank

311920
Shay Latte Coffee

311999
PepsiCo, Inc (SPONSOR)

312111
Althea Brands LLC
Coca-Cola Company, The (SPONSOR)
Unilever (SPONSOR)

315212
Tronex International, Inc. (CORPORATE PLUS®)

315299
Tronex International, Inc. (CORPORATE PLUS®)

322121
International Paper (SPONSOR)

322122
Kellogg Company (SPONSOR)

322211
Bay Corrugated Container, Inc.
Procter & Gamble Company, The (SPONSOR)

322212
Vista Color Corporation

322220
MacArthur Corporation

322299
MacArthur Corporation

323111
MacArthur Corporation
Postal Center International, Inc. (PCI)
Signs & Lucite Products - Plaques by Azra

323117
Postal Center International, Inc. (PCI)

324110
BP America Inc. (SPONSOR)

324191
Chrysan Industries, Inc.
Cole Chemical & Distributing, Inc.
Hightowers Petroleum Co. (CORPORATE PLUS®) (SPONSOR)

325110
Cole Chemical & Distributing, Inc.

325180
Cole Chemical & Distributing, Inc.

325199
BASF Corporation (SPONSOR)
Procter & Gamble Company, The (SPONSOR)

325411
Nexus Pharmaceuticals

What's Coming In 2021



NATIONAL MINORITY SUPPLIER DEVELOPMENT COUNCIL 2021 EVENTS

Network Leadership Meeting & Certification Workshop

▶ February

Leadership Series

(Workshops, Meetings and Events; CPO & Corporate Plus® Summits; Leadership Awards; and Semi-Annual Board Meeting)

▶ May

NMSDC Kellogg Advanced Management Education Program (AMEP)

▶ June

Higher Education Promotion Plan @ Tuck

▶ June & November

Program Managers' Seminar & Network Leadership Meeting

▶ July

Minority Business Executive Program (MBEP)

▶ September

NMSDC Conference and Business Opportunity Exchange (BOE)

▶ October 25-27 | Miami, FL

Stay connected for the official event dates coming soon!

[NMSDC.org](https://www.nmsdc.org)

PROMOTE YOUR COMPANY

2021

RESERVE YOUR SPONSORSHIP FOR NMSDC'S 2021 SIGNATURE EVENTS

Inquire
About Our
EARLY BIRD
SPECIALS!

NMSDC Leadership Week

May

Conference + Business Opportunity Exchange

Miami, FL

October 25-27, 2021

Contact Us Today!

Pauline Gebon

Pauline.Gebon@NMSDC.org

(929) 505-1132

Maureen Simonette:

Maureen.Simonette@nmsdc.org

(646) 634-6133



2021 NMSDC ANNUAL CONFERENCE + BUSINESS OPPORTUNITY EXCHANGE

Miami, FL • OCTOBER 25-27



In This Together.

Like you, the National Minority Supplier Development Council (NMSDC) is grappling with the emotional distress of seeing yet more lives lost and broken due to racial injustice and social inequity in our country. While many of us joined protests to peacefully demand justice, we also watched with you as civil unrest erupted into violence and vandalism in many cities. These events – coupled with the already damaging health and economic impact of the COVID-19 pandemic – are dealing devastating blows to the minority business community.

The time for simply talking about these problems has passed. Change must come and come quickly. More than any other time in history, we are now called upon as business leaders to not only lend a hand to our Minority Business Enterprises (MBEs), but to take definitive action and stand up against the systemic racial barriers plaguing our society.



In This Together: 2020 Initiatives

#WeAreNMSDC

Rebuilding Fund

Launched to provide grants to NMSDC certified minority businesses struggling to recover from the economic downturn resulting from the COVID-19 and those sustaining damage and vandalism during violent protests. Rebuild fund grant application are due by November 30, 2020.

Apply here: [NMSDC.org/RebuildingFundApp](https://www.nmsdc.org/RebuildingFundApp)

For additional information please contact Pauline Gebon, Vice President Corporate Relations at Pauline.Gebon@NMSDC.org.

Minority Business Advocacy Initiative

NMSDC has convened a cross-organization coalition focused on eradicating the racial wealth gap and startup capital gap to build and scale minority businesses.

NMSDC Business Consortium Fund

Our BCF is the only U.S. nonprofit organization focused exclusively on financing the growth and development of NMSDC certified MBEs operating in corporate and government supply chains nationally.

NMSDC Academy

Our Academy provides a range of immersive professional development, learning and training opportunities for MBEs and our Corporate Partners including: Emerging Young Entrepreneurs; Minority Business Leadership Academy; Centers of Excellence Certificate Program; and Women of Color initiatives.

The National Minority Supplier Development Council, Inc.
1359 Broadway, 10th Floor, Suite 1000
New York, NY 10018 | [NMSDC.org](https://www.nmsdc.org)

NMSDC Corporate Members are invited to recommit to the utilization and growth of minority businesses; we welcome individual commitments as well.

Start today by having your organization make a pledge to support one or all of our current programs, and show your company's intention to support NMSDC's MBE economic inclusion and parity initiatives.



To date, the following corporations and individuals have pledged support:

Corporate Pledges

AARP
ADP Inc.
Aflac Inc.
Amgen Inc.
AT&T Inc.
BAE Systems
Baxter International Inc.
Becton Dickinson
Capital One Financial Corp.
Cargill
CDW Corp.
Chemico LLC
Chevron Corp.
Citrix Systems Inc.
CloudTrack LLC
The Coca-Cola Co.
Colgate-Palmolive Co.
Crown Automotive Sales Co. Inc.
Cummins Inc.
CVS Health Corp.
Denny's Corp.
Exxon Mobil Corp.
Fifth Third Bancorp
Google LLC
Honda Motor Co. Ltd.
HP Inc.

Humana Inc
Infinera Corp.
InnoCom Inc.
Intel Corp.
James Group Inc.
Johnson & Johnson
JPMorgan Chase & Co.
The Kellogg Co.
KeyBank
Lee Hecht Harrison Inc.
Logitech International S.A.
LUHV FOOD
Marathon Petroleum Corp.
McCormick
MCL JASCO Inc.
Messer Construction Co.
Mitchell Black Wallpaper & Home
Motorola Solutions Inc.
Nexus Pharmaceutical Inc.
Nissan North America Inc.
Pacific Rim Capital Inc.
Pfizer Inc.
PNC Financial Services Group
Rush Trucking Corp.
and Dakkota Integrated Systems LLC

Salesforce.com inc.
SAS Institute
The Auto Club Group
The ECG Group
The Procter & Gamble Co.
The Walt Disney Co.
TIAA
Truist Financial Corp.
Twitter Inc.
U.S. Bank
United Natural Foods Inc.
United Healthcare
UPS Inc.
Verizon Communications Inc.
Vistra Energy
Warner Media Group
Wells Fargo & Co.
Zephon LLC

Individual Pledges

Larry Crawford, Diversity Vuteq
Kirk Lewis, Blue Springs Metals
Leon Richardson, Chemico Systems
Kevin Shurn, Superior Maintenance



NMSDC

National Minority Supplier
Development Council

1359 Broadway, Tenth Floor
NY, NY 10018
United States
O: (212) 944-2430
W: NMSDC.org

